

Logon

*** It is now 2/18/08 9:40:02 AM ***

Welcome to DialogLink - Version 5 Revolutionize the Way You Work!

New on Dialog

Order Patent and Trademark File Histories Through Dialog

Thomson File Histories are now available directly through *Dialog*. Combined with the comprehensive patent and trademark information on *Dialog*, file histories give you the most complete view of a patent or trademark and its history in one place. When searching in the following patent and trademark databases, a link to an online order form is displayed in your search results, saving you time in obtaining the file histories you need.

Thomson File Histories are available from the following *Dialog* databases:

- CLAIMS/Current Patent Legal Status (File 123)
- CLAIMS/U.S. Patents (File 340)
- Chinese Patent Abstracts in English (File 344)
- Derwent Patents Citation Index (File 342)
- Derwent World Patents Index (for users in Japan) (File 352)
- Derwent World Patents Index First View (File 331)
- Derwent World Patents Index (File 351)
- Derwent World Patents Index (File 350)
- Ei EnCompassPat (File 353)
- European Patents Fulltext (File 348)
- French Patents (File 371)
- German Patents Fulltext (File 324)
- IMS Patent Focus (File 447, 947)
- INPADOC/Family and Legal Status (File 345)
- JAPIO - Patent Abstracts of Japan (File 347)
- LitAlert (File 670)
- U.S. Patents Fulltext (1971-1975) (File 652)

- U.S. Patents Fulltext (1976-present) (File 654)
- WIPO/PCT Patents Fulltext (File 349)
- TRADEMARKSCAN - U.S. Federal (File 226)

DialogLink 5 Release Notes

New features available in the latest release of DialogLink 5 (August 2006)

- Ability to resize images for easier incorporation into DialogLink Reports
- New settings allow users to be prompted to save Dialog search sessions in the format of their choice (Microsoft Word, RTF, PDF, HTML, or TEXT)
- Ability to set up Dialog Alerts by Chemical Structures and the addition of Index Chemicus as a structure searchable database
- Support for connections to STN Germany and STN Japan services

Show Preferences for details

? Help Off Line

* * *

Connecting to Rob Pond - Dialog - 264751

Connected to Dialog via SMS003081093

? d s

>>>I: No sets currently exist

? s pd<19981119

>>>E: No valid databases specified

? B 15, 9, 610, 810, 275, 476, 624, 621, 636, 613, 813, 16, 160, 634, 148, 20, 35, 583, 65, 2, 474, 475, 99, 256, 348, 349, 347, 635, 570, PAPERSMJ, PAPERSEU, 47

[File 15] ABI/Inform(R) 1971-2008/Feb 16

(c) 2008 ProQuest Info&Learning. All rights reserved.

[File 9] Business & Industry(R) Jul/1994-2008/Feb 15

(c) 2008 The Gale Group. All rights reserved.

[File 610] Business Wire 1999-2008/Feb 04

(c) 2008 Business Wire. All rights reserved.

**File 610: File 610 now contains data from 3/99 forward. Archive data (1986-2/99) is available in File 810.*

[File 810] Business Wire 1986-1999/Feb 28

(c) 1999 Business Wire. All rights reserved.

[File 275] Gale Group Computer DB(TM) 1983-2008/Feb 12

(c) 2008 The Gale Group. All rights reserved.

[File 476] Financial Times Fulltext 1982-2008/Feb 17

(c) 2008 Financial Times Ltd. All rights reserved.

[File 624] McGraw-Hill Publications 1985-2008/Feb 15

(c) 2008 McGraw-Hill Co. Inc. All rights reserved.

**File 624: Homeland Security & Defense and 9 Platt energy journals added Please see HELP NEWS624 for more*

[File 621] Gale Group New Prod. Annou.(R) 1985-2008/Feb 01

(c) 2008 The Gale Group. All rights reserved.

[File 636] Gale Group Newsletter DB(TM) 1987-2008/Feb 13

(c) 2008 The Gale Group. All rights reserved.

[File 613] PR Newswire 1999-2008/Feb 04

(c) 2008 PR Newswire Association Inc. All rights reserved.

**File 613: File 613 now contains data from 5/99 forward. Archive data (1987-4/99) is available in File 813.*

[File 813] PR Newswire 1987-1999/Apr 30

(c) 1999 PR Newswire Association Inc. All rights reserved.

[File 16] Gale Group PROMT(R) 1990-2008/Feb 13

(c) 2008 The Gale Group. All rights reserved.

**File 16: Because of updating irregularities, the banner and the update (UD=) may vary.*

[File 160] Gale Group PROMT(R) 1972-1989

(c) 1999 The Gale Group. All rights reserved.

[File 634] San Jose Mercury Jun 1985-2008/Feb 15

(c) 2008 San Jose Mercury News. All rights reserved.

[File 148] Gale Group Trade & Industry DB 1976-2008/Feb 01

(c) 2008 The Gale Group. All rights reserved.

**File 148: The CURRENT feature is not working in File 148. See HELP NEWS148.*

[File 20] Dialog Global Reporter 1997-2008/Feb 18

(c) 2008 Dialog. All rights reserved.

[File 35] Dissertation Abs Online 1861-2007/Oct

(c) 2007 ProQuest Info&Learning. All rights reserved.

[File 583] Gale Group Globalbase(TM) 1986-2002/Dec 13

(c) 2002 The Gale Group. All rights reserved.

**File 583: This file is no longer updating as of 12-13-2002.*

[File 65] Inside Conferences 1993-2008/Feb 15

(c) 2008 BLDSC all rts. reserv. All rights reserved.

[File 2] INSPEC 1898-2008/Jan W3
(c) 2008 Institution of Electrical Engineers. All rights reserved.

[File 474] New York Times Abs 1969-2008/Feb 16
(c) 2008 The New York Times. All rights reserved.

[File 475] Wall Street Journal Abs 1973-2008/Feb 16
(c) 2008 The New York Times. All rights reserved.

[File 99] Wilson Appl. Sci & Tech Abs 1983-2008/Jan
(c) 2008 The HW Wilson Co. All rights reserved.

[File 256] TecInfoSource 82-2008/Dec
(c) 2008 Info.Sources Inc. All rights reserved.

[File 348] EUROPEAN PATENTS 1978-2007/ 200807
(c) 2008 European Patent Office. All rights reserved.

**File 348: For IPCR/8 information, see HELP NEWSIPCR. To order File Histories, see HELP FILEHIST for details.*

[File 349] PCT FULLTEXT 1979-2008/UB=20080131UT=20080124
(c) 2008 WIPO/Thomson. All rights reserved.

**File 349: For IPCR/8 information, see HELP NEWSIPCR. To order File Histories, see HELP FILEHIST for details.*

[File 347] JAPIO Dec 1976-2007/Oct(Updated 080129)
(c) 2008 JPO & JAPIO. All rights reserved.

**File 347: File Histories now available for ordering when searching via DialogLink 5 and Web products, see HELP FILEHIST for more information.*

[File 635] Business Dateline(R) 1985-2008/Feb 15
(c) 2008 ProQuest Info&Learning. All rights reserved.

[File 570] Gale Group MARS(R) 1984-2008/Feb 13
(c) 2008 The Gale Group. All rights reserved.

[File 387] The Denver Post 1994-2008/Feb 15
(c) 2008 Denver Post. All rights reserved.

[File 471] New York Times Fulltext 1980-2008/Feb 24
(c) 2008 The New York Times. All rights reserved.

[File 492] Arizona Repub/Phoenix Gaz 19862002/Jan 06
(c) 2002 Phoenix Newspapers. All rights reserved.

**File 492: File 492 is closed (no longer updating). Use Newsroom, Files 989 and 990, for current records.*

[File 494] St LouisPost-Dispatch 1988-2008/Feb 17
(c) 2008 St Louis Post-Dispatch. All rights reserved.

[File 631] Boston Globe 1980-2008/Feb 15
(c) 2008 Boston Globe. All rights reserved.

[File 633] Phil.Inquirer 1983-2008/Feb 18
(c) 2008 Philadelphia Newspapers Inc. All rights reserved.

[File 638] Newsday/New York Newsday 1987-2008/Feb 17
(c) 2008 Newsday Inc. All rights reserved.

[File 640] San Francisco Chronicle 1988-2008/Feb 17
(c) 2008 Chronicle Publ. Co. All rights reserved.

[File 641] Rocky Mountain News Jun 1989-2008/Feb 16
(c) 2008 Scripps Howard News. All rights reserved.

[File 702] Miami Herald 1983-2008/Feb 14
(c) 2008 The Miami Herald Publishing Co. All rights reserved.

[File 703] USA Today 1989-2008/Feb 14
(c) 2008 USA Today. All rights reserved.

[File 704] (Portland)The Oregonian 1989-2008/Feb 14
(c) 2008 The Oregonian. All rights reserved.

[File 713] Atlanta J/Const. 1989-2008/Feb 17
(c) 2008 Atlanta Newspapers. All rights reserved.

[File 714] (Baltimore) The Sun 1990-2008/Feb 14
(c) 2008 Baltimore Sun. All rights reserved.

[File 715] Christian Sci.Mon. 1989-2008/Feb 15
(c) 2008 Christian Science Monitor. All rights reserved.

[File 725] (Cleveland)Plain Dealer Aug 1991-2008/Feb 16
(c) 2008 The Plain Dealer. All rights reserved.

[File 735] St. Petersburg Times 1989- 2008/Feb 15
(c) 2008 St. Petersburg Times. All rights reserved.

[File 477] Irish Times 1999-2008/Feb 05
(c) 2008 Irish Times. All rights reserved.

[File 710] Times/Sun.Times(London) Jun 1988-2008/Feb 17
(c) 2008 Times Newspapers. All rights reserved.

[File 711] Independent(London) Sep 1988-2006/Dec 12
(c) 2006 Newspaper Publ. PLC. All rights reserved.

**File 711: Use File 757 for full current day's news of the Independent, as well as full coverage of many additional European news sources.*

[File 756] Daily/Sunday Telegraph 2000-2008/Feb 05
(c) 2008 Telegraph Group. All rights reserved.

[File 757] Mirror Publications/Independent Newspapers 2000-2008/Feb 04
(c) 2008. All rights reserved.

[File 47] Gale Group Magazine DB(TM) 1959-2008/Feb 07
(c) 2008 The Gale group. All rights reserved.

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>>>W: One or more prefixes are unsupported
or undefined in one or more files.

S1 60333282 S PD<19981119

? s planetall

S2 1831 S PLANETALL

? s amazon or amazon.com or amazon(w)com

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Processing

360908 AMAZON
105 AMAZON.COM
360908 AMAZON
30563284 COM
217947 AMAZON(W)COM
S3 360873 S AMAZON OR AMAZON.COM OR AMAZON(W)COM

? s s1 and s2 and s3

60333282 S1
1831 S2
360873 S3
S4 298 S S1 AND S2 AND S3

? s s4 and (circle)

298 S4
1393766 CIRCLE
S5 8 S S4 AND (CIRCLE)

? t s4/free/all

>>>W: "FREE" is not a valid format name in file(s): 347-349

4/8/1 (Item 1 from file: 15)

ABI/Inform(R)

(c) 2008 ProQuest Info&Learning. All rights reserved.

01729768 03-80758

USE FORMAT 7 OR 9 FOR FULL TEXT

Jeff Bezos: Volume discount

Word Count: 1979 Length: 4 Pages

Oct 12, 1998

Company Names:

Amazon-com Books

Geographic Names: US

Descriptors: Awards & honors; Chief executive officers; Bookstores; Electronic commerce; Brand image;
Competitive advantage

Classification Codes: 9190 (CN=United States); 2120 (CN=Chief executive officer); 8390 (CN=Retailing industry);
5250 (CN=Telecommunications systems); 7000 (CN=Marketing)

4/8/2 (Item 2 from file: 15)

ABI/Inform(R)

(c) 2008 ProQuest Info&Learning. All rights reserved.

01729643 03-80633

USE FORMAT 7 OR 9 FOR FULL TEXT

Wal-Mart sues over Web secrets

Word Count: 663 Length: 1 Pages

Nov 9, 1998

Company Names:

Wal-Mart Stores Inc (Duns: 05-195-7769 Ticker: WMT)

Drugstore-com

Kleiner Perkins Caufield & Byers

Amazon-com Books

Geographic Names: US

Descriptors: Discount department stores; Electronic commerce; Litigation; Trade secrets

Classification Codes: 9190 (CN=United States); 8390 (CN=Retailing industry); 4330 (CN=Litigation)

4/8/3 (Item 3 from file: 15)

ABI/Inform(R)

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01728042 03-79032

USE FORMAT 7 OR 9 FOR FULL TEXT

Electronic Commerce comes of age

Word Count: 3306 Length: 7 Pages

Nov/Dec 1998

Geographic Names: US

Descriptors: Electronic commerce; Trends; Strategic planning; Manycompanies; Electronic data interchange; Technological planning

Classification Codes: 9190 (CN=United States); 5250 (CN=Telecommunications systems); 2310 (CN=Planning)

4/8/4 (Item 4 from file: 15)

ABI/Inform(R)

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01726745 03-77735

USE FORMAT 7 OR 9 FOR FULL TEXT

A limitless marketplace

Word Count: 672 Length: 1 Pages

Nov 1998

Company Names:

Amazon-com Books

Geographic Names: US

Descriptors: Retailing industry; Corporate profiles; Bookstores; Business growth; Electronic commerce
Classification Codes: 8390 (CN=Retailing industry); 9110 (CN=Company specific); 5250 (CN=Telecommunications systems); 9190 (CN=United States)

4/8/5 (Item 5 from file: 15)

ABI/Inform(R)

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01710365 03-61355

USE FORMAT 7 OR 9 FOR FULL TEXT

Shifting strategies necessary on the Net

Word Count: 1134 Length: 1 Pages

Oct 12, 1998

Geographic Names: US

Descriptors: World Wide Web; Interactive marketing; Market strategy

Classification Codes: 9190 (CN=United States); 7000 (CN=Marketing)

4/8/6 (Item 6 from file: 15)

ABI/Inform(R)

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01702674 03-53664

USE FORMAT 7 OR 9 FOR FULL TEXT

The importance of being in sync

Word Count: 1224 Length: 2 Pages

Oct 12, 1998

Geographic Names: US

Descriptors: Information technology; Computer networks; Data base management; Technological change

Classification Codes: 5240 (CN=Software & systems); 9190 (CN=United States)

4/8/7 (Item 7 from file: 15)

ABI/Inform(R)

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01679660 03-30650

USE FORMAT 7 OR 9 FOR FULL TEXT

Amazon.com, Wal-Mart push Web branding

Word Count: 556 Length: 2 Pages

Aug 10, 1998

Company Names:

Amazon-com Books

Wal-Mart Stores Inc (Duns: 05-195-7769 Ticker: WMT)

Geographic Names: US

Descriptors: Retail stores; Acquisitions & mergers; Electronic commerce
Classification Codes: 9190 (CN=United States); 2330 (CN=Acquisitions & mergers); 8390 (CN=Retailing industry); 5250 (CN=Telecommunications systems)

4/8/8 (Item 1 from file: 9)

Business & Industry(R)

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01675405 Supplier Number: 24413935 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Jeff Bezos: Volume Discounter

October 12, 1998

Word Count: 1901

Company Names: AMAZON COM INC

Industry Names: Information industry; Online services; Retailing non-food

Product Names: Book stores, new books and magazines (594200); On-line service providers (737500)

Concept Terms: Ad budget; All company; All market information; Company forecasts; Corporate strategy;

Marketing campaign; Market size; Sales

Marketing Terms: All campaign; All media; All product marketing; Positioning-repositioning; Campaign theme;

Ad volume

Named Characters: Bezos, Jeffrey

Geographic Names: North America (NOAX); United States (USA)

4/8/9 (Item 2 from file: 9)

Business & Industry(R)

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01623172 Supplier Number: 24348141

AMAZON'S MISSION: TURNING RAPID GROWTH INTO PROFITS

August 09, 1998

Company Names: AMAZON COM INC; JUNGLEE CORP; PLANETALL

Industry Names: Information industry; Online services; Retailing non-food

Product Names: Book stores, new books and magazines (594200); On-line service providers (737500)

Concept Terms: All company; All market information; Financial data; Mergers, acquisitions & divestitures; Users

Geographic Names: North America (NOAX); United States (USA)

4/8/10 (Item 3 from file: 9)

Business & Industry(R)

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01622289 Supplier Number: 24354665

A New Chapter for Amazon.com

August 17, 1998

Company Names: AMAZON COM INC; JUNGLEE CORP; PLANETALL

Industry Names: Information industry; Mail order; Online services

Product Names: Nonstore retailers (596000); On-line service providers (737500)

Concept Terms: All company; Mergers, acquisitions & divestitures

Geographic Names: North America (NOAX); United States (USA)

4/8/11 (Item 4 from file: 9)

Business & Industry(R)

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01611335 Supplier Number: 24346325 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Amazon.com Bids to Be Online Superstore

August 05, 1998

Word Count: 731

Company Names: AMAZON COM INC; JUNGLEE CORP; PLANETALL

Industry Names: Information industry; Mail order; Online services

Product Names: Nonstore retailers (596000); On-line service providers (737500)

Concept Terms: All company; Mergers, acquisitions & divestitures

Geographic Names: North America (NOAX); United States (USA)

4/8/12 (Item 5 from file: 9)

Business & Industry(R)

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01609581 Supplier Number: 24345774 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Amazon.com Stock Up On E-Commerce Buys

August 04, 1998

Word Count: 408

Company Names: AMAZON COM INC; JUNGLEE CORP; PLANETALL

Industry Names: Information industry; Online services

Product Names: On-line service providers (737500)

Concept Terms: All company; Mergers, acquisitions & divestitures

Geographic Names: North America (NOAX); United States (USA)

4/8/13 (Item 1 from file: 810)

Business Wire

(c) 1999 Business Wire . All rights reserved.

0941819 BW1493

RESTRAC : Restrac Acquires Junglee Employment Services Business From Amazon. com; Amazon.com Invests in Restrac's Internet Recruiting Business

November 18, 1998

Byline: Business/Technology Editors

Word Count: 1001

4/8/14 (Item 2 from file: 810)

Business Wire

(c) 1999 Business Wire . All rights reserved.

0941768 BW0322

GAMESPOT AMAZON.COM : GameSpot and Amazon.com Announce Advertising and Content Relationship

November 18, 1998

Byline: Business Editors/Computer Writers

Word Count: 641

4/8/15 (Item 3 from file: 810)

Business Wire

(c) 1999 Business Wire . All rights reserved.

0921674 BW0007

ONRADIO : OnRadio and Amazon.com Tap Into Radio Listeners; Relationship Brings Tremendous Web Revenue Opportunities to Radio Stations

October 14, 1998

Byline: Business Editors/High-Tech Writers

Word Count: 678

4/8/16 (Item 4 from file: 810)

Business Wire

(c) 1999 Business Wire . All rights reserved.

0915668 BW1333

CMG : Raging Bull Secures Financing From @Ventures III; @Ventures III Invests in Up-and-Coming Financial Message Board Site

October 01, 1998

Byline: Business/Technology Editors

Word Count: 646

4/8/17 (Item 5 from file: 810)

Business Wire
(c) 1999 Business Wire . All rights reserved.
0913103 BW1093

NAVISITE : West Coast Companies Live Picture and Vicinity Select NaviSite to Provide High End Hosting Services

September 28, 1998

Byline: Business/Technology Editors
Word Count: 1004

4/8/18 (Item 6 from file: 810)
Business Wire
(c) 1999 Business Wire . All rights reserved.
0913084 BW1065

CMG : Planet Directs' Personalized Web Service Added To The Compaq Presario Easy Access Internet Suite

September 28, 1998

Byline: Business/Technology Editors
Word Count: 741

4/8/19 (Item 7 from file: 810)
Business Wire
(c) 1999 Business Wire . All rights reserved.
0912565 BW1023

CMG : CMG Forms NaviNet to Provide Dial-Up Networking for ISPs; NaviNet Offers the Most Advanced Technology Platform for ISPs to Connect Dial-Up Customers to the Internet

September 25, 1998

Byline: Business/Technology Editors
Word Count: 428

4/8/20 (Item 8 from file: 810)
Business Wire
(c) 1999 Business Wire . All rights reserved.
0912408 BW1339

CMG INFO SERVICES : CMG Reports Fourth Quarter Earnings of \$1.38 Per Share; Revenues Increase 38% From Previous Quarter

September 24, 1998

Byline: Business/Technology Editors

Word Count: 3333

4/8/21 (Item 9 from file: 810)

Business Wire

(c) 1999 Business Wire . All rights reserved.

0910233 BW1301

CMG INFO SERVICES : Magnitude Network and Connoisseur Communications Announce Long-Term Deal; Magnitude Network to Provide Both Internet and Intranet Solutions to Connoisseur

September 21, 1998

Byline: Business/Technology Editors

Word Count: 641

4/8/22 (Item 10 from file: 810)

Business Wire

(c) 1999 Business Wire . All rights reserved.

0910173 BW1259

CMG INFO SERVICES : Magnitude Network and Connoisseur Communications Announce Long-Term Deal; Magnitude Network to Provide Both Internet and Intranet Solutions to Connoisseur

September 21, 1998

Byline: Business/Technology Editors

Word Count: 641

4/8/23 (Item 11 from file: 810)

Business Wire

(c) 1999 Business Wire . All rights reserved.

0906940 BW1413

CMG : Planet Direct Integrates InfoMation; Leverages Echo Technology to Offer Industry-Leading Personalization

September 14, 1998

Byline: Business/Technology Editors

Word Count:

4/8/24 (Item 12 from file: 810)

Business Wire

(c) 1999 Business Wire . All rights reserved.

0903602 BW1081

PUMA TECHNOLOGY : Puma Technology Debuts Intellisync Anywhere to Link Handheld Devices to the Extended Enterprise

September 08, 1998

Byline: Business Editors/Technology Writers

Word Count: 1592

4/8/25 (Item 13 from file: 810)

Business Wire

(c) 1999 Business Wire . All rights reserved.

0903476 BW1002

NAVISITE : MotherNature.com and Student Net Publishing's Student.Com Select NaviSite for High-End Hosting Services

September 08, 1998

Byline: Business/Technology Editors

Word Count: 886

4/8/26 (Item 14 from file: 810)

Business Wire

(c) 1999 Business Wire . All rights reserved.

0902582 BW1004

CMG : Universal Learning Technology Secures Venture Round from CMG@Ventures; ULT to Provide Next Generation Distributed Learning Technologies

September 03, 1998

Byline: Business/Technology Editors

Word Count: 600

4/8/27 (Item 15 from file: 810)

Business Wire

(c) 1999 Business Wire . All rights reserved.

0902092 BW1149

ENGAGE ADSMART : ADSmart Network Adopts Accipiter AdBureau Service from Engage Technologies;
ADSmart Network First to Deploy Accipiter AdBureau's Precision Profiling Capabilities

September 02, 1998

Byline: Business/Technology Editors

Word Count: 836

4/8/28 (Item 16 from file: 810)

Business Wire

(c) 1999 Business Wire . All rights reserved.

0901175 BW1041

NAVISITE : NaviSite Readies National Wholesale Dial-Up Network for ISPs -- Enters Pacts with CLECs
Taylor and GlobalNAPs

September 01, 1998

Byline: Business/Technology Editors

Word Count: 870

4/8/29 (Item 17 from file: 810)

Business Wire

(c) 1999 Business Wire . All rights reserved.

0900896 BW1033

PLANET DIRECT : Planet Direct Reaches Major Milestone -- 750,000 Registered Users; Planet Direct
Doubles Page Views and Enhances Personal Web Service

August 31, 1998

Byline: Business/Technology Editors

Word Count: 749

4/8/30 (Item 18 from file: 810)

Business Wire

(c) 1999 Business Wire . All rights reserved.

0900391 BW1033

PLANET DIRECT : Planet Direct Reaches Major Milestone -- 750,000 Registered Users; Planet Direct Doubles Page Views and Enhances Personal Web Service

August 31, 1998

Byline: Business/Technology Editors

Word Count: 749

4/8/31 (Item 19 from file: 810)

Business Wire

(c) 1999 Business Wire . All rights reserved.

0896467 BW1414

LYCOS : Lycos Reports 152% Increase in Revenues During Fiscal Year 1998

August 19, 1998

Byline: Business/Technology Editors

Word Count: 2401

4/8/32 (Item 20 from file: 810)

Business Wire

(c) 1999 Business Wire . All rights reserved.

0894807 BW1116

ENGAGE TECHNOLOGIES : Engage Technologies' Profile-Enabled Targeting Becomes New Standard For Precision Online Marketing

August 17, 1998

Byline: Business/Technology Editors

Word Count: 1806

4/8/33 (Item 21 from file: 810)

Business Wire

(c) 1999 Business Wire . All rights reserved.

0892989 BW1135

PLANETALL : PlanetAll Names SportsLine USA Executive Kenneth Dotson Senior Vice President of Marketing & Business Development

August 12, 1998

Byline: Business/Technology Editors
Word Count: 731

4/8/34 (Item 22 from file: 810)
Business Wire
(c) 1999 Business Wire . All rights reserved.
0889216 BW0119

Business Wire Recap

August 04, 1998

Byline: EDITORS
Word Count: 1403

4/8/35 (Item 23 from file: 810)
Business Wire
(c) 1999 Business Wire . All rights reserved.
0889132 BW1143

CMG AMAZON.COM : CMG @Ventures II Announces Sale of PlanetAll to Amazon. com

August 04, 1998

Byline: Business Editors
Word Count: 807

4/8/36 (Item 24 from file: 810)
Business Wire
(c) 1999 Business Wire . All rights reserved.
0820905 BW1344

CMG : CMG Reports Second Quarter Financial Results

March 12, 1998

Byline: Business Editors
Word Count: 2692

4/8/37 (Item 1 from file: 275)
Gale Group Computer DB(TM)
(c) 2008 The Gale Group. All rights reserved.

02243415 Supplier Number: 20994032 (Use Format 7 Or 9 For FULL TEXT)
AMAZON ACQUIRES TWO INTERNET COMPANIES.

August 5 , 1998
Word Count: 362 Line Count: 00032
File Segment: CD File 275

4/8/38 (Item 2 from file: 275)
Gale Group Computer DB(TM)
(c) 2008 The Gale Group. All rights reserved.
02235010 Supplier Number: 53160874 (Use Format 7 Or 9 For FULL TEXT)
***Amazon.com Beats Street Estimates, But Losses Grow 10/28/98.

Oct 28 , 1998
Word Count: 516 Line Count: 00046
Company Names: Amazon.com Inc.
Product/Industry Names: 4811524 (Teleshopping Services)
SIC Codes: 4822 Telegraph & other communications

4/8/39 (Item 3 from file: 275)
Gale Group Computer DB(TM)
(c) 2008 The Gale Group. All rights reserved.
02233772 Supplier Number: 53149640 (Use Format 7 Or 9 For FULL TEXT)
AMAZON.COM, REVENUES ROCKET BUT LOSSES MAY TOO.

Oct 29 , 1998
Word Count: 500 Line Count: 00041
Company Names: Amazon.com Inc.
Product/Industry Names: 4811524 (Teleshopping Services)
SIC Codes: 4822 Telegraph & other communications
File Segment: CD File 275

4/8/40 (Item 4 from file: 275)
Gale Group Computer DB(TM)
(c) 2008 The Gale Group. All rights reserved.
02214834 Supplier Number: 21097587 (Use Format 7 Or 9 For FULL TEXT)
Amazon acquires Junglee in commerce portal bid.(PlanetAll) (Company Business and Marketing)

Sep , 1998
Word Count: 992 Line Count: 00081
Company Names: Amazon.com Inc.--Acquisitions, mergers, divestments; Junglee Corp.--Acquisitions, mergers, divestments; PlanetAll--Acquisitions, mergers, divestments
Descriptors: Company Acquisition/Merger; Electronic Commerce
Product/Industry Names: 7372680 (Internet Software)

SIC Codes: 7372 Prepackaged software
Trade Names: Job Canopy (Internet/Web database software)--Services
File Segment: CD File 275

4/8/41 (Item 5 from file: 275)
Gale Group Computer DB(TM)
(c) 2008 The Gale Group. All rights reserved.
02212404 Supplier Number: 21066026 (Use Format 7 Or 9 For FULL TEXT)
Financial: Lycos Reports 152% Increase in Revenues During Fiscal Year 1998. (Company Financial Information)

August 24 , 1998
Word Count: 1874 Line Count: 00216
Company Names: Lycos Inc.--Finance
Descriptors: Company Sales/Revenue; Company Earnings/Profit
Product/Industry Names: 4811500 (Specialized Telecommunication Services)
SIC Codes: 4822 Telegraph & other communications
Ticker Symbols: LCOS
File Segment: CD File 275

4/8/42 (Item 6 from file: 275)
Gale Group Computer DB(TM)
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02208295 Supplier Number: 21019885 (Use Format 7 Or 9 For FULL TEXT)
Amazon.com gets wider, deeper.(acquires PlanetAll, Junglee Corp) (Company Business and Marketing)

August 10 , 1998
Word Count: 61 Line Count: 00008
Company Names: Amazon.com Inc.--Acquisitions, mergers, divestments; Junglee Corp.--Acquisitions, mergers, divestments; PlanetAll--Acquisitions, mergers, divestments
Descriptors: Company Acquisition/Merger; Electronic commerce
Product/Industry Names: 4811529 (Online Services NEC); 7372680 (Internet Software)
SIC Codes: 4822 Telegraph & other communications; 7372 Prepackaged software
File Segment: CD File 275

4/8/43 (Item 7 from file: 275)
Gale Group Computer DB(TM)
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02208085 Supplier Number: 21018625
It's a jungle out there.(Amazon.com to acquire PlanetAll and Junglee) (Company Business and Marketing)(Brief Article)

August 10 , 1998
Company Names: Amazon.com Inc.--Acquisitions, mergers, divestments; PlanetAll--Acquisitions, mergers,

divestments; Junglee Corp.-- Acquisitions, mergers, divestments
Descriptors: Company Acquisition/Merger
File Segment: CD File 275

4/8/44 (Item 8 from file: 275)

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02207199 Supplier Number: 21009770

Amazon.com On The Move.(Amazon.com acquires PlanetAll, which sells Internet organizer applications, and Junglee Corp, which offers distributed recruitment and shopping databases) (Company Business and Marketing)(Brief Article)

August 10 , 1998

Company Names: Amazon.com Inc.--Acquisitions, mergers, divestments; PlanetAll--Acquisitions, mergers, divestments; Junglee Corp.-- Acquisitions, mergers, divestments

Descriptors: Company Acquisition/Merger; Online Information Service; Electronic commerce

Product/Industry Names: 4811500 (Specialized Telecommunication Services)

SIC Codes: 4822 Telegraph & other communications

File Segment: CD File 275

4/8/45 (Item 9 from file: 275)

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02206648 Supplier Number: 21003631

Amazon.com will buy two firms to build Web commerce. (Junglee Corp, PlanetAll) (Company Business and Marketing)

August 5 , 1998

Special Features: graph; illustration

Company Names: Amazon.com Inc.--Acquisitions, mergers, divestments; Junglee Corp.--Acquisitions, mergers, divestments

Descriptors: Company Acquisition/Merger; Online Database

Product/Industry Names: 4811520 (Online Services)

SIC Codes: 4822 Telegraph & other communications

File Segment: NNI File 111

4/8/46 (Item 10 from file: 275)

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02205716 Supplier Number: 20987629

An Internet superstore: Amazon.com buys 2 database firms in move to be the online 'Wal-Mart'. (Company Business and Marketing)

August 5 , 1998

Special Features: photograph; illustration

Company Names: Amazon.com Inc.--Acquisitions, mergers, divestments; Jungle Corp.--Acquisitions, mergers, divestments; PlanetAll--Acquisitions, mergers, divestments

Descriptors: Company Acquisition/Merger

Product/Industry Names: 5942000 (Book Stores)

SIC Codes: 5942 Book stores

File Segment: CD File 275

4/8/47 (Item 11 from file: 275)

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02205651 Supplier Number: 20987564 (Use Format 7 Or 9 For FULL TEXT)

***Amazon.com Stock Up On E-Commerce Buys.

August 4 , 1998

Word Count: 449 Line Count: 00042

File Segment: NW File 649

4/8/48 (Item 1 from file: 476)

Financial Times Fulltext

(c) 2008 Financial Times Ltd. All rights reserved.

0009581424 BOIKEAGAE5FT

DIGITAL BUSINESS: Consumer profiles made to measure: Some companies are using the digital revolution to create an interactive relationship with their customers. John Willman investigates

Thursday , November 5, 1998

Word Count: 1,229

DESCRIPTORS: Market Data; Marketing & Advertising; Products & Product Use Services & Service Use; Technological Developments; Management & marketing; Market data; Products & product use; Services & service use; Technology

GEOGRAPHIC NAMES: World (GC=XA)

PRODUCT/INDUSTRY NAMES: Computer Related Services, NEC (SC=7379)

4/8/49 (Item 2 from file: 476)

Financial Times Fulltext

(c) 2008 Financial Times Ltd. All rights reserved.

0009559311 BOIHEANAHJFT

COMPANIES & FINANCE: THE AMERICAS: Amazon.com makes two buys: NEWS DIGEST

Wednesday , August 5, 1998

Word Count: 156

COMPANY NAMES: Amazon; com

DESCRIPTORS: Equities & Bonds - Prices; Internet; IT & Information Services; Mergers & Acquisitions; Equity prices; Mergers & acquisitions

GEOGRAPHIC NAMES: United States of America (GC=US)

PRODUCT/INDUSTRY NAMES: Book Stores (SC=5942); Telegraph and Other Communications (SC=4822)

4/8/50 (Item 1 from file: 624)

McGraw-Hill Publications

(c) 2008 McGraw-Hill Co. Inc. All rights reserved.

00973442

A VIRTUAL CONCIERGE AT YOUR SERVICE: Stuck in a
strange city? The Net can get you up to speed fast

November 16, 1998

WORD COUNT: 1,463

COMPANY NAMES: Atrieva Corp ; BOL ; CNN ; Excite Inc ; France Telecom ;
Infoseek Corp ; MasterCard International Inc ; Microsoft Corp ; National
Gallery ; New York Times ; Olsen & Associates Co ; Ovation ; New York
Times ; Visa International ; Visto Corp ; Washington Post ; Weather
Channel

4/8/51 (Item 2 from file: 624)

McGraw-Hill Publications

(c) 2008 McGraw-Hill Co. Inc. All rights reserved.

00969012

THE SKINNY ON NICHE PORTALS: Specialized sites like
ESPN's pile on services and links

October 26, 1998

WORD COUNT: 730

COMPANY NAMES: CNET Inc ; E * Trade Group Inc ; ESPN ; Forrester Research
Inc ; Internet Group ; Intuit ; Media Metrix Inc ; Microsoft Corp ;
Oracle Corp ; SportsLine USA Inc ; Village

4/8/52 (Item 3 from file: 624)

McGraw-Hill Publications

(c) 2008 McGraw-Hill Co. Inc. All rights reserved.

00954831

A NEW CHAPTER FOR AMAZON.COM: The book
giant's high-tech buys could pit it against Yahoo!

August 17, 1998

WORD COUNT: 488

COMPANY NAMES: Aberdeen Group ; Amazon ; America Online ; Barnes
& Noble Inc ; Borders Group Inc ; C2B Technologies Inc ; Excite ;
Junglee Corp ; Wal Mart

4/8/53 (Item 1 from file: 621)

Gale Group New Prod.Annou.(R)

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01758656 Supplier Number: 53226857 (USE FORMAT 7 FOR FULLTEXT)

Go2Net Appoints Michael J. Riccio as Chief Operating Officer.

Nov 17, 1998

Word Count: 536

Publisher Name: PR Newswire Association, Inc.

Company Names: *go2net Inc.

Geographic Names: *1USA (United States)

Product Names: *7375000 (Database Providers)

Industry Names: BUS (Business, General); BUSN (Any type of business)

NAICS Codes: 514191 (On-Line Information Services)

4/8/54 (Item 2 from file: 621)

Gale Group New Prod.Annou.(R)

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01750166 Supplier Number: 53185331 (USE FORMAT 7 FOR FULLTEXT)

Amazon.com Issues Statement Regarding Barnes & Noble's Acquisition Of Ingram Book Group.

Nov 6, 1998

Word Count: 462

Publisher Name: PR Newswire Association, Inc.

Company Names: *INGRAM
Event Names: *150 (Acquisitions & mergers)
Industry Names: BUS (Business, General); BUSN (Any type of business)

4/8/55 (Item 3 from file: 621)
Gale Group New Prod.Annou.(R)
(c) 2008 The Gale Group. All rights reserved.
01748569 Supplier Number: 53178122 (USE FORMAT 7 FOR FULLTEXT)
Amazon.com Makes It Easy For Millions of Music Fans Worldwide to Discover And Buy Unsigned Artists'
And Independent Labels' CDs.

Nov 5 , 1998
Word Count: 931
Publisher Name: PR Newswire Association, Inc.
Industry Names: BUS (Business, General); BUSN (Any type of business)

4/8/56 (Item 4 from file: 621)
Gale Group New Prod.Annou.(R)
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01741577 Supplier Number: 53142686 (USE FORMAT 7 FOR FULLTEXT)
Amazon.com Announces Financial Results for Third Quarter 1998.

Oct 28 , 1998
Word Count: 1997
Publisher Name: PR Newswire Association, Inc.
Event Names: *830 (Sales, profits & dividends)
Industry Names: BUS (Business, General); BUSN (Any type of business)

4/8/57 (Item 5 from file: 621)
Gale Group New Prod.Annou.(R)
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01733502 Supplier Number: 53099137 (USE FORMAT 7 FOR FULLTEXT)
Amazon.com and Beastie Boys' Mike D Challenge Music Fans to Name Obscure Song At Amazon.com.

Oct 20 , 1998
Word Count: 986
Publisher Name: PR Newswire Association, Inc.
Company Names: *Amazon.com Inc.
Event Names: *290 (Public affairs)
Geographic Names: *1USA (United States)
Product Names: *5942000 (Book Stores)
Industry Names: BUS (Business, General); BUSN (Any type of business)
NAICS Codes: 451211 (Book Stores)

4/8/58 (Item 6 from file: 621)
Gale Group New Prod.Annou.(R)
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01729586 Supplier Number: 53084215 (USE FORMAT 7 FOR FULLTEXT)
Amazon.com Enters European Book Market.

Oct 15 , 1998
Word Count: 754
Publisher Name: PR Newswire Association, Inc.
Industry Names: BUS (Business, General); BUSN (Any type of business)

4/8/59 (Item 7 from file: 621)
Gale Group New Prod.Annou.(R)
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01728653 Supplier Number: 53080996 (USE FORMAT 7 FOR FULLTEXT)
OnRadio and Amazon.com Tap Into Radio Listeners; Relationship Brings Tremendous Web Revenue Opportunities to Radio Stations.

Oct 14 , 1998
Word Count: 665
Publisher Name: Business Wire
Industry Names: BUS (Business, General); BUSN (Any type of business)

4/8/60 (Item 8 from file: 621)
Gale Group New Prod.Annou.(R)
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01722225 Supplier Number: 53060481 (USE FORMAT 7 FOR FULLTEXT)
West Coast Companies Live Picture and Vicinity Select NaviSite to Provide High End Hosting Services.

Sept 28 , 1998
Word Count: 977
Publisher Name: Business Wire
Company Names: *Live Picture Inc.; NaviSite Internet Services; Vicinity Corp.
Event Names: *430 (Capital expenditures); 613 (New orders received)
Geographic Names: *1USA (United States)
Product Names: *4811520 (Online Services); 7372000 (Computer Software)
Industry Names: BUS (Business, General); BUSN (Any type of business)
NAICS Codes: 514191 (On-Line Information Services); 51121 (Software Publishers)

4/8/61 (Item 9 from file: 621)
Gale Group New Prod.Annou.(R)
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01722203 Supplier Number: 53060455 (USE FORMAT 7 FOR FULLTEXT)

Planet Directs' Personalized Web Service Added To The Compaq Presario Easy Access Internet Suite.

Sept 28 , 1998

Word Count: 715

Publisher Name: Business Wire

Company Names: *CMG Information Services Inc.; Planet Direct

Event Names: *260 (General services)

Geographic Names: *1USA (United States)

Product Names: *4811522 (Internet Access Providers)

Industry Names: BUS (Business, General); BUSN (Any type of business)

NAICS Codes: 51331 (Wired Telecommunications Carriers)

Ticker Symbols: CMGI

4/8/62 (Item 10 from file: 621)

Gale Group New Prod.Annou.(R)

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01722003 Supplier Number: 53059777 (USE FORMAT 7 FOR FULLTEXT)

Amazon.com and Capitol Records Invite Music Fans to Play 'What's That Song?' at Amazon.com.

Oct 6 , 1998

Word Count: 1016

Publisher Name: PR Newswire Association, Inc.

Industry Names: BUS (Business, General); BUSN (Any type of business)

4/8/63 (Item 11 from file: 621)

Gale Group New Prod.Annou.(R)

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01715050 Supplier Number: 53026811 (USE FORMAT 7 FOR FULLTEXT)

REPEAT/CMG Reports Fourth Quarter Earnings of \$1.38 Per Share; Revenues Increase 38% From Previous Quarter.

Sept 24 , 1998

Word Count: 3528

Publisher Name: Business Wire

Company Names: *CMG Information Services Inc.; Lycos Inc.

Event Names: *830 (Sales, profits & dividends)

Geographic Names: *1USA (United States)

Product Names: *4811520 (Online Services)

Industry Names: BUS (Business, General); BUSN (Any type of business)

NAICS Codes: 514191 (On-Line Information Services)

Ticker Symbols: CMGI; LCOS

4/8/64 (Item 12 from file: 621)

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01711477 Supplier Number: 53018428 (USE FORMAT 7 FOR FULLTEXT)

Magnitude Network and Connoisseur Communications Announce Long-Term Deal; Magnitude Network to Provide Both Internet and Intranet Solutions to Connoisseur.

Sept 21 , 1998

Word Count: 617

Publisher Name: Business Wire

Company Names: *Magnitude Network; Connoisseur Communications

Event Names: *460 (Use of materials & supplies); 480 (Use of services); 610 (Contracts & orders received)

Geographic Names: *1USA (United States)

Product Names: *4832400 (Radio Stations); 7372620 (Network Software)

Industry Names: BUS (Business, General); BUSN (Any type of business)

NAICS Codes: 513112 (Radio Stations); 51121 (Software Publishers)

4/8/65 (Item 13 from file: 621)

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01711320 Supplier Number: 53018219 (USE FORMAT 7 FOR FULLTEXT)

Magnitude Network and Connoisseur Communications Announce Long-Term Deal; Magnitude Network to Provide Both Internet and Intranet Solutions to Connoisseur.

Sept 21 , 1998

Word Count: 617

Publisher Name: Business Wire

Company Names: *Magnitude Network; Connoisseur Communications

Event Names:

*460 (Use of materials & supplies); 480 (Use of services); 610 (Contracts & orders received)

Geographic Names: *1USA (United States)

Product Names: *4832400 (Radio Stations); 7372620 (Network Software)

Industry Names: BUS (Business, General); BUSN (Any type of business)

NAICS Codes: 513112 (Radio Stations); 51121 (Software Publishers)

4/8/66 (Item 14 from file: 621)

Gale Group New Prod.Annou.(R)

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01707766 Supplier Number: 50301392 (USE FORMAT 7 FOR FULLTEXT)

REPEAT/Planet Direct Integrates InfoMation; Leverages Echo Technology to Offer Industry-Leading Personalization.

Sept 14 , 1998

Word Count: 706

Publisher Name: Business Wire

Company Names: *InfoMation Publishing Inc

Event Names: *240 (Marketing procedures)

Geographic Names: *1USA (United States)
Product Names: *2721000 (Periodicals)
Industry Names: BUS (Business, General); BUSN (Any type of business)
NAICS Codes: 51112 (Periodical Publishers)

4/8/67 (Item 15 from file: 621)
Gale Group New Prod.Annou.(R)
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01704316 Supplier Number: 50290117 (USE FORMAT 7 FOR FULLTEXT)
MotherNature.com and Student Net Publishing's Student.Com Select NaviSite for High-End Hosting Services.

Sept 8 , 1998
Word Count: 895
Publisher Name: Business Wire
Company Names: *MotherNature.com; Student Net Publishing; NaviSite Internet Services
Event Names: *480 (Use of services); 613 (New orders received)
Geographic Names: *1USA (United States)
Product Names: *4811520 (Online Services); 7374390 (Computer Service Bureaus NEC)
Industry Names: BUS (Business, General); BUSN (Any type of business)
NAICS Codes: 514191 (On-Line Information Services); 51421 (Data Processing Services)

4/8/68 (Item 16 from file: 621)
Gale Group New Prod.Annou.(R)
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01703003 Supplier Number: 50283151 (USE FORMAT 7 FOR FULLTEXT)
Universal Learning Technology Secures Venture Round from CMGoVentures; ULT to Provide Next Generation Distributed Learning Technologies.

Sept 3 , 1998
Word Count: 589
Publisher Name: Business Wire
Company Names: *Universal Learning Technology; CMGoVentures L.P.
Event Names: *160 (Asset sales & divestitures); 150 (Acquisitions & mergers)
Geographic Names: *1USA (United States)
Product Names: *7372470 (Educational & Training Software); 6726000 (Venture Capital Companies)
Industry Names: BUS (Business, General); BUSN (Any type of business)
NAICS Codes: 51121 (Software Publishers); 52391 (Miscellaneous Intermediation)

4/8/69 (Item 17 from file: 621)
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01702695 Supplier Number: 50282523 (USE FORMAT 7 FOR FULLTEXT)
ADSmart Network Adopts Accipiter AdBureau Service from Engage Technologies; ADSmart Network First to Deploy Accipiter AdBureau's Precision Profiling Capabilities.

Sept 2 , 1998

Word Count: 834

Publisher Name: Business Wire

Company Names: *CMG Information Services Inc.; Engage Technologies Inc.

Event Names: *460 (Use of materials & supplies); 330 (Product information)

Geographic Names: *1USA (United States)

Product Names: *4811526 (Online Electronic Publishing); 7372680 (Internet Software)

Industry Names: BUS (Business, General); BUSN (Any type of business)

NAICS Codes: 511199 (All Other Publishers); 51121 (Software Publishers)

4/8/70 (Item 18 from file: 621)

Gale Group New Prod.Annou.(R)

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01701209 Supplier Number: 50277498 (USE FORMAT 7 FOR FULLTEXT)

NaviSite Readies National Wholesale Dial-Up Network for ISPs -- Enters Pacts with CLECs Taylor and GlobalNAPs.

Sept 1 , 1998

Word Count: 869

Publisher Name: Business Wire

Company Names: *Taylor Communications Group; Global NAPs; NaviSite Internet Services

Event Names: *480 (Use of services); 610 (Contracts & orders received)

Geographic Names: *1USA (United States)

Product Names: *4811522 (Internet Access Providers); 7373900 (Computer Services NEC (In-House))

Industry Names: BUS (Business, General); BUSN (Any type of business)

NAICS Codes: 51331 (Wired Telecommunications Carriers); 541512 (Computer Systems Design Services)

4/8/71 (Item 19 from file: 621)

Gale Group New Prod.Annou.(R)

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01694949 Supplier Number: 50254352 (USE FORMAT 7 FOR FULLTEXT)

Lycos Reports 152% Increase in Revenues During Fiscal Year 1998.

August 19 , 1998

Word Count: 2626

Publisher Name: Business Wire

Company Names: *Lycos Inc.

Event Names: *830 (Sales, profits & dividends)

Geographic Names: *1USA (United States)

Product Names: *7372000 (Computer Software)

Industry Names: BUS (Business, General); BUSN (Any type of business)

NAICS Codes: 51121 (Software Publishers)

4/8/72 (Item 20 from file: 621)

Gale Group New Prod.Annou.(R)

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01687901 Supplier Number: 50222746 (USE FORMAT 7 FOR FULLTEXT)

CMG oVentures II Announces Sale of PlanetAll to Amazon. com.

August 4 , 1998

Word Count: 809

Publisher Name: Business Wire

Company Names: *PlanetAll; Amazon.com Inc.; CMG oVentures II L.P.

Event Names: *160 (Asset sales & divestitures); 150 (Acquisitions & mergers)

Geographic Names: *1USA (United States)

Product Names: *4811520 (Online Services); 5961000 (Mail Order Houses)

Industry Names: BUS (Business, General); BUSN (Any type of business)

NAICS Codes: 514191 (On-Line Information Services); 45411 (Electronic Shopping and Mail-Order Houses)

4/8/73 (Item 21 from file: 621)

Gale Group New Prod.Annou.(R)

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01687332 Supplier Number: 50220250 (USE FORMAT 7 FOR FULLTEXT)

Amazon.com Acquires Two Leading Internet Companies

August 4 , 1998

Word Count: 1157

Publisher Name: PR Newswire Association, Inc.

Company Names: *PlanetAll; Jungle Corp.; Amazon.com Inc.

Event Names: *160 (Asset sales & divestitures); 150 (Acquisitions & mergers)

Geographic Names: *1USA (United States)

Product Names: *4811525 (Online Search Services & Directories); 4811524 (Teleshopping Services)

Industry Names: BUS (Business, General); BUSN (Any type of business)

NAICS Codes: 51114 (Database and Directory Publishers); 514199 (All Other Information Services)

4/8/74 (Item 1 from file: 636)

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04899909 Supplier Number: 67373565 (USE FORMAT 7 FOR FULLTEXT)

Performance monitor.(corporate profits, several computer companies included)(Statistical Data Included)

Oct , 1998

Word Count: 2097

Publisher Name: ComputerWire, Inc.

Company Names: *Hewlett-Packard Co.; Dell Computer Corp.; Neoware Systems Inc.; Boundless Technologies

Inc.
Event Names: *830 (Sales, profits & dividends); 250 (Financial management); 150 (Acquisitions & mergers); 160 (Asset sales & divestitures)
Geographic Names: *1USA (United States); 90ASI (Asia)
Product Names: *3573000 (Computers & Peripherals); 3573270 (Computer Terminals); 3573100 (Computers); 3573125 (Information Appliances)
Industry Names: BUSN (Any type of business); CMPT (Computers and Office Automation); INTL (Business, International)
SIC Codes: 3571 (Electronic computers); 3575 (Computer terminals)
NAICS Codes: 334111 (Electronic Computer Manufacturing); 334113 (Computer Terminal Manufacturing)
Ticker Symbols: HWP; DELL; NWRE

4/8/75 (Item 2 from file: 636)
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04060292 Supplier Number: 54108761 (USE FORMAT 7 FOR FULLTEXT)

BOOK DATA: Book Data enters deal to supply book information to Amazon.co.uk.
Nov 3 , 1998
Word Count: 703
Publisher Name: M2 Communications
Company Names: *Book Data Ltd.
Geographic Names: *4EUUK (United Kingdom)
Industry Names: BUSN (Any type of business); INTL (Business, International)

4/8/76 (Item 3 from file: 636)
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04004407 Supplier Number: 53160874 (USE FORMAT 7 FOR FULLTEXT)

***Amazon.com Beats Street Estimates, But Losses Grow 10/28/98.
Oct 28 , 1998
Word Count: 535
Publisher Name: Newsbytes News Network
Company Names: *Amazon.com Inc.
Event Names: *830 (Sales, profits & dividends)
Geographic Names: *1USA (United States)
Product Names: *4811524 (Teleshopping Services)
NAICS Codes: 514199 (All Other Information Services)

4/8/77 (Item 4 from file: 636)
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04003513 Supplier Number: 53154179 (USE FORMAT 7 FOR FULLTEXT)

***Amazon.com Stock Rises On Quarter Numbers, Upgrades 10/29/98.

Oct 29 , 1998

Word Count: 633

Publisher Name: Phillips Business Information, Inc.

Company Names: *Amazon.com Inc.

Event Names: *830 (Sales, profits & dividends)

Geographic Names: *1USA (United States)

Product Names: *5961274 (Books Mail Order ex Book Clubs)

Industry Names: BUSN (Any type of business); CMPT (Computers and Office Automation)

NAICS Codes: 45411 (Electronic Shopping and Mail-Order Houses)

4/8/78 (Item 5 from file: 636)

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04003347 Supplier Number: 53154011 (USE FORMAT 7 FOR FULLTEXT)

AMAZON.COM, REVENUES ROCKET BUT LOSSES MAY TOO.

Oct 29 , 1998

Word Count: 485

Publisher Name: ComputerWire, Inc.

Company Names: *Amazon.com Inc.

Event Names: *830 (Sales, profits & dividends)

Geographic Names: *1USA (United States)

Product Names: *4811524 (Teleshopping Services)

Industry Names: BUSN (Any type of business); CMPT (Computers and Office Automation); INTL (Business, International)

NAICS Codes: 514199 (All Other Information Services)

4/8/79 (Item 6 from file: 636)

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04002592 Supplier Number: 53149640 (USE FORMAT 7 FOR FULLTEXT)

AMAZON.COM, REVENUES ROCKET BUT LOSSES MAY TOO.

Oct 29 , 1998

Word Count:

485

Publisher Name: ComputerWire, Inc.

Company Names: *Amazon.com Inc.

Event Names: *830 (Sales, profits & dividends)

Geographic Names: *1USA (United States)

Product Names: *4811524 (Teleshopping Services)

Industry Names: CMPT (Computers and Office Automation); INTL (Business, International)

NAICS Codes: 514199 (All Other Information Services)

4/8/80 (Item 7 from file: 636)

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03963152 Supplier Number: 50343902 (USE FORMAT 7 FOR FULLTEXT)

Frost & Berman M&A Recap-August 10, 1998

August 10 , 1998

Word Count: 1035

Publisher Name: Phillips Business Information, Inc.

Industry Names: BUSN (Any type of business); CMPT (Computers and Office Automation)

4/8/81 (Item 8 from file: 636)

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03946095 Supplier Number: 50256700 (USE FORMAT 7 FOR FULLTEXT)

Financial: Lycos Reports 152% Increase in Revenues During Fiscal Year 1998

August 24 , 1998

Word Count: 2398

Publisher Name: EDGE Publishing

Company Names: *Lycos Inc.

Event Names: *650 (Sales & consumption)

Geographic Names: *1USA (United States)

Product Names: *7372000 (Computer Software)

Industry Names: BUSN (Any type of business); CMPT (Computers and Office Automation); TELC (Telecommunications)

NAICS Codes: 51121 (Software Publishers)

4/8/82 (Item 9 from file: 636)

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03938373 Supplier Number: 50224497 (USE FORMAT 7 FOR FULLTEXT)

Online Deals

August 5 , 1998

Word Count: 64

Publisher Name: Phillips Business Information, Inc.

Company Names: *GuestWorld Inc.; Lycos Inc.

Event Names: *160 (Asset sales & divestitures); 150 (Acquisitions & mergers)

Geographic Names: *1USA (United States)

Product Names: *4811529 (Online Services NEC); 7372000 (Computer Software)
Industry Names: BUS (Business, General); BUSN (Any type of business)
NAICS Codes: 514191 (On-Line Information Services); 51121 (Software Publishers)

4/8/83 (Item 10 from file: 636)
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03936234 Supplier Number: 50214190 (USE FORMAT 7 FOR FULLTEXT)

***Amazon.com Stock Up On E-Commerce Buys 08/04/98
August 4 , 1998
Word Count: 449
Publisher Name: Newsbytes News Network
Company Names: *Amazon.com Inc.
Event Names: *650 (Sales & consumption)
Geographic Names: *1USA (United States)
Product Names: *5961000 (Mail Order Houses)
Industry Names: BUSN (Any type of business); CMPT (Computers and Office Automation); TELC (Telecommunications)
NAICS Codes: 45411 (Electronic Shopping and Mail-Order Houses)

4/8/84 (Item 11 from file: 636)
Gale Group Newsletter DB(TM)
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03936035 Supplier Number: 50213991 (USE FORMAT 7 FOR FULLTEXT)

AMAZON ACQUIRES TWO INTERNET COMPANIES
August 5 , 1998
Word Count: 339
Publisher Name: ComputerWire, Inc.
Company Names: *PlanetAll; Junglee Corp.; Amazon.com Inc.
Event Names: *160 (Asset sales & divestitures); 150 (Acquisitions & mergers)
Geographic Names: *1USA (United States)
Product Names: *7372000 (Computer Software); 5961000 (Mail Order Houses)
Industry Names: CMPT (Computers and Office Automation); INTL (Business, International)
NAICS Codes: 51121 (Software Publishers); 45411 (Electronic Shopping and Mail-Order Houses)

4/8/85 (Item 12 from file: 636)
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03935759 Supplier Number: 50213715 (USE FORMAT 7 FOR FULLTEXT)

FINANCE: AMAZON ACQUIRES TWO INTERNET COMPANIES
August 5 , 1998

Word Count: 344
Publisher Name: ComputerWire, Inc.
Company Names: *PlanetAll; Jungle Corp.; Amazon.com Inc.
Event Names: *160 (Asset sales & divestitures); 150 (Acquisitions & mergers)
Geographic Names: *1USA (United States)
Product Names: *4811520 (Online Services); 7375000 (Database Providers); 5961000 (Mail Order Houses)
Industry Names: BUSN (Any type of business); CMPT (Computers and Office Automation); INTL (Business, International)
NAICS Codes: 514191 (On-Line Information Services); 45411 (Electronic Shopping and Mail-Order Houses)

4/8/86 (Item 1 from file: 813)
PR Newswire
(c) 1999 PR Newswire Association Inc. All rights reserved.
1383871 SFM024
Amazon.com Announces the 100 Best CDs of 1998

Date: November 30, 1998
Word Count: 777

Company Name: AMAZON.COM, INC.
Ticker Symbol: AMZN (NDQ)
Product: INTERNET, MULTIMEDIA, ONLINE (MLM); PUBLISHING, INFORMATION SERVICES (PUB);
RETAIL (REA)
State: WASHINGTON (WA)
Section Heading: TECHNOLOGY

4/8/87 (Item 2 from file: 813)
PR Newswire
(c) 1999 PR Newswire Association Inc. All rights reserved.
1382789 SFTU042
Puma Technology, Inc. Announces First Quarter 1999 Operating Results

Date: November 24, 1998
Word Count: 1,126

Company Name: PUMA TECHNOLOGY, INC.
Ticker Symbol: PUMA (NDQ)
Product: COMPUTER, ELECTRONICS (CPR)
Descriptors: EARNINGS (ERN); PERSONNEL ANNOUNCEMENTS (PER)
State: CALIFORNIA (CA); NEW HAMPSHIRE (NH)
Section Heading: BUSINESS; TECHNOLOGY

4/8/88 (Item 3 from file: 813)

PR Newswire

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1382196 NYTU004

Amazon.com Renames Black Friday 'Stress-Free Friday'; Dr. Joyce Brothers Offers Holiday Tips to Reduce Stress

Date: November 24, 1998

Word Count: 735

Company Name: AMAZON.COM

Ticker Symbol: AMZN

Product: COMPUTER, ELECTRONICS (CPR); PUBLISHING, INFORMATION SERVICES (PUB)

Descriptors: NEW PRODUCTS & SERVICES (PDT)

State: WASHINGTON (WA)

Section Heading: BUSINESS; RETAIL; TECHNOLOGY

4/8/89 (Item 4 from file: 813)

PR Newswire

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1380385 SFTH065

Amazon.com Announces 3-for-1 Stock Split

Date: November 19, 1998

Word Count: 280

Company Name: AMAZON.COM, INC.

Ticker Symbol: AMZN (NDQ)

Product: INTERNET, MULTIMEDIA, ONLINE (MLM); PUBLISHING, INFORMATION SERVICES (PUB);
RETAIL (REA)

State: WASHINGTON (WA)

Section Heading: TECHNOLOGY

4/8/90 (Item 5 from file: 813)

PR Newswire

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1378221 SFTU028

Amazon.com Opens Video and Holiday Gift Stores to Enhance Online Shopping

Date: November 17, 1998

Word Count: 1,029

Company Name: AMAZON.COM, INC.
Ticker Symbol: AMZN (NDQ)
Product: INTERNET, MULTIMEDIA, ONLINE (MLM); PUBLISHING, INFORMATION SERVICES (PUB)
State: WASHINGTON (WA)
Section Heading: TECHNOLOGY

4/8/91 (Item 6 from file: 813)
PR Newswire
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1378175 SFTU018
Go2Net Appoints Michael J. Riccio as Chief Operating Officer

Date: November 17, 1998
Word Count: 575

Company Name: GO2NET, INC.
Ticker Symbol: GNET (NDQ)
Product: INTERNET, MULTIMEDIA, ONLINE (MLM); COMPUTER, ELECTRONICS (CPR)
Descriptors: PERSONNEL ANNOUNCEMENTS (PER)
State: WASHINGTON (WA)
Section Heading: BUSINESS; TECHNOLOGY

4/8/92 (Item 7 from file: 813)
PR Newswire
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1372116 SFF025
Amazon.com Issues Statement Regarding Barnes & Noble's Acquisition Of Ingram Book Group

Date: November 6, 1998
Word Count: 482

Company Name: AMAZON.COM, INC.
Ticker Symbol: AMZN (NDQ)
Product: INTERNET, MULTIMEDIA, ONLINE (MLM); PUBLISHING, INFORMATION SERVICES (PUB)
Descriptors: ACQUISITIONS, MERGERS, TAKEOVERS (TNM)
State: WASHINGTON (WA)
Section Heading: BUSINESS

4/8/93 (Item 8 from file: 813)
PR Newswire
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1371140 SFTH004
Amazon.com Makes It Easy For Millions of Music Fans Worldwide to Discover And Buy Unsigned Artists'
And Independent Labels' CDs

Date: November 5, 1998
Word Count: 918

Company Name: AMAZON.COM, INC.; CMJ
Ticker Symbol: AMZN (NDQ)
Product: INTERNET, MULTIMEDIA, ONLINE (MLM); PUBLISHING, INFORMATION SERVICES (PUB)
Descriptors: NEW PRODUCTS & SERVICES (PDT)
State: WASHINGTON (WA)
Section Heading: MUSIC; TECHNOLOGY

4/8/94 (Item 9 from file: 813)
PR Newswire
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1366555 SFW063
Amazon.com Announces Financial Results for Third Quarter 1998

Date: October 28, 1998
Word Count: 1,864

Company Name: AMAZON.COM, INC.
Ticker Symbol: AMZN (NDQ)
Product: RETAIL (REA); INTERNET, MULTIMEDIA, ONLINE (MLM)
Descriptors: EARNINGS (ERN)
State: WASHINGTON (WA); NEW YORK (NY)
Section Heading: BUSINESS; TECHNOLOGY

4/8/95 (Item 10 from file: 813)
PR Newswire
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1360346 SFTU032
Amazon.com and Beastie Boys' Mike D Challenge Music Fans to Name Obscure Song At Amazon.com

Date: October 20, 1998
Word Count: 1,015

Company Name: AMAZON.COM, INC.; CAPITOL RECORDS
Ticker Symbol: AMZN (NDQ)
Product: ENTERTAINMENT (ENT); INTERNET, MULTIMEDIA, ONLINE (MLM)

State: WASHINGTON (WA)
Section Heading: ENTERTAINMENT; MUSIC; TECHNOLOGY

4/8/96 (Item 11 from file: 813)

PR Newswire

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1352120 LATU058

Amazon.com and Capitol Records Invite Music Fans to Play 'What's That Song?' at Amazon.com

Date: October 6, 1998

Word Count: 988

Company Name: AMAZON.COM; CAPITOL RECORDS

Ticker Symbol: AMZN (NDQ); AMZN (NDQ)

Product: COMPUTER, ELECTRONICS (CPR); INTERNET, MULTIMEDIA, ONLINE (MLM);
ENTERTAINMENT (ENT)

State: WASHINGTON (WA); CALIFORNIA (CA)

Section Heading: BUSINESS; ENTERTAINMENT; MUSIC

4/8/97 (Item 12 from file: 813)

PR Newswire

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1347192 HSMM01

The Password and Talk City Announce Chat And Content Exchange; Partnership Involves Integration of
Services To End Users

Date: September 28, 1998

Word Count: 985

Company Name: PASSWORD; CMG INFORMATION SERVICES, INC.; TALK CITY; LIVEWORLD
PRODUCTIONS, INC.

Product: COMPUTER, ELECTRONICS (CPR); INTERNET, MULTIMEDIA, ONLINE (MLM);
ENTERTAINMENT (ENT)

State: MASSACHUSETTS (MA); NEW YORK (NY)

Section Heading: BUSINESS; TECHNOLOGY

4/8/98 (Item 13 from file: 813)

PR Newswire

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1340660 HSMTU002

The Password Announces New E-Commerce Deals with Another Universe, Cybermeals, Egghead, and Etoys

Date: September 15, 1998

Word Count: 834

Company Name: PASSWORD; CMG INFORMATION SERVICES, INC.; ANOTHERUNIVERSE;
CYBERMEALS; EGGHEAD; ETOYS

Product: COMPUTER, ELECTRONICS (CPR); INTERNET, MULTIMEDIA, ONLINE (MLM); RETAIL (REA);
BANKING, FINANCIAL SERVICES (FIN)

Descriptors: ACQUISITIONS, MERGERS, TAKEOVERS (TNM)

State: NEW YORK (NY); MASSACHUSETTS (MA); VIRGINIA (VA); WASHINGTON (WA)

Section Heading: BUSINESS; RETAIL; TECHNOLOGY

4/8/99 (Item 14 from file: 813)

PR Newswire

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1327462 NEW013

Bottomdollar.com, A New Shopping Search Engine, Reaches Top 100 Status

Date: August 19, 1998

Word Count: 529

Company Name: BOTTOMDOLLAR.COM; INTERNATIONAL DATA CORPORATION; WEBCENTRIC, INC.

Product: COMPUTER, ELECTRONICS (CPR); INTERNET, MULTIMEDIA, ONLINE (MLM)

State: KANSAS (KS); MASSACHUSETTS (MA)

Section Heading: BUSINESS; TECHNOLOGY

4/8/100 (Item 15 from file: 813)

PR Newswire

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1324376 NETH002

Founders of bottomdollar.com, a Popular Shopping Search Engine, May Be Contacted at Any Time for
Comment on the Following Subject Areas:

Date: August 13, 1998

Word Count: 294

Company Name: WEBCENTRIC, INC.

Product: INTERNET, MULTIMEDIA, ONLINE (MLM)

State: KANSAS (KS)

Section Heading: NEWS; TECHNOLOGY

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Set	Items	Description
S1	60333282	S PD<19981119
S2	1831	S PLANETALL
S3	360873	S AMAZON OR AMAZON.COM OR AMAZON(W)COM
S4	298	S S1 AND S2 AND S3
S5	8	S S4 AND (CIRCLE)

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>>>W: "FREE" is not a valid format name in file(s): 347-349

5/8/1 (Item 1 from file: 810)

Business Wire

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0892989 BW1135

PLANETALL : PlanetAll Names SportsLine USA Executive Kenneth Dotson Senior Vice President of Marketing & Business Development

August 12, 1998

Byline: Business/Technology Editors

Word Count: 731

5/8/2 (Item 2 from file: 810)

Business Wire

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0889132 BW1143

CMG AMAZON.COM : CMG @Ventures II Announces Sale of PlanetAll to Amazon. com

August 04, 1998

Byline: Business Editors

Word Count: 807

5/8/3 (Item 1 from file: 621)

Gale Group New Prod.Annou.(R)

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01687901 Supplier Number: 50222746 (USE FORMAT 7 FOR FULLTEXT)

CMG oVentures II Announces Sale of PlanetAll to Amazon. com.

August 4 , 1998

Word Count: 809

Publisher Name: Business Wire

Company Names: *PlanetAll; Amazon.com Inc.; CMG oVentures II L.P.

Event Names: *160 (Asset sales & divestitures); 150 (Acquisitions & mergers)

Geographic Names: *1USA (United States)

Product Names: *4811520 (Online Services); 5961000 (Mail Order Houses)

Industry Names: BUS (Business, General); BUSN (Any type of business)

NAICS Codes: 514191 (On-Line Information Services); 45411 (Electronic Shopping and Mail-Order Houses)

5/8/4 (Item 1 from file: 16)

Gale Group PROMT(R)

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05741460 Supplier Number: 50222746 (USE FORMAT 7 FOR FULLTEXT)

CMG oVentures II Announces Sale of PlanetAll to Amazon. com.

August 4 , 1998

Word Count: 809

Publisher Name: Business Wire

Company Names: *PlanetAll; Amazon.com Inc.; CMG oVentures II L.P.

Event Names: *160 (Asset sales & divestitures); 150 (Acquisitions & mergers)

Geographic Names: *1USA (United States)

Product Names: *4811520 (Online Services); 5961000 (Mail Order Houses)

Industry Names: BUS (Business, General); BUSN (Any type of business)

NAICS Codes: 514191 (On-Line Information Services); 45411 (Electronic Shopping and Mail-Order Houses)

Special Features: LOB; COMPANY

5/8/5 (Item 1 from file: 148)

Gale Group Trade & Industry DB

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10363014 Supplier Number: 20986230 (USE FORMAT 7 OR 9 FOR FULL TEXT)

CMG @Ventures II Announces Sale of PlanetAll to Amazon. com.

August 4 , 1998

Word Count: 847 Line Count: 00079

Company Names: CMG@Ventures L.P.--Acquisitions, mergers, divestments; Amazon. com Inc.--Acquisitions, mergers, divestments

Industry Codes/Names: BUS Business, General; BUSN Any type of business

Descriptors: Internet service providers--Acquisitions, mergers, divestments

Product/Industry Names: 4811524 (Teleshopping Services); 4811529 (Online Services NEC)

Product/Industry Names: 4822 Telegraph & other communications
Ticker Symbols: CMGI; AMZN
File Segment: NW File 649

5/8/6 (Item 1 from file: 20)

Dialog Global Reporter

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02488712 (USE FORMAT 7 OR 9 FOR FULLTEXT)

PlanetAll Names SportsLine USA Executive Kenneth Dotson Senior Vice President of Marketing & Business Development

August 12, 1998

Word Count: 703

Descriptors: On the Move; Sports

Country Names/Codes: United States of America (US)

Regions: North America

Province/State: Florida

SIC Codes/Descriptions: 3735 (Information Retrieval Services); 2700 (Printing & Publishing)

5/8/7 (Item 2 from file: 20)

Dialog Global Reporter

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02413203 (USE FORMAT 7 OR 9 FOR FULLTEXT)

CMG @ Ventures II Announces Sale of PlanetAll to Amazon. com

August 04, 1998

Word Count: 782

Company Names: AMAZON NATURAL TREASURES INC.; CMG Information Services Inc

Country Names/Codes: United States of America (US)

Regions: North America; Pacific Rim

Province/State: Washington; Massachusetts

SIC Codes/Descriptions: 5900 (Miscellaneous Retail); 7310 (Advertising)

5/8/8 (Item 1 from file: 635)

Business Dateline(R)

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1003518 99-66543

CMGI revs up Internet IPOs

Publication Date: 981031

Word Count: 708

Dateline: Andover, MA, US, New England

Company Names: CMGI Inc, Andover, MA, US, SIC:7375,

Planet Direct, Wilmington, MA, US, SIC:7375,
Engage Technologies Inc, Andover, MA, US, SIC:7372,
NaviSite Internet Services, Andover, MA, US, SIC:7371;7373,
SalesLink Corp, Boston, MA, US, SIC:7331,
Classification Codes: 8302 (Software and computer services); 3100 (Capital & debt management)
Descriptors: Internet service providers; Online information services; Going public
Named Persons: Andonian, David

? t s5/7/5

5/7/5 (Item 1 from file: 148)

Gale Group Trade & Industry DB

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10363014 Supplier Number: 20986230 (THIS IS THE FULL TEXT)

CMG @Ventures II Announces Sale of PlanetAll to Amazon. com.

Business Wire , p8041143

August 4 , 1998

Text:

ANDOVER, Mass.--(BUSINESS WIRE)--Aug. 4, 1998--CMG Information Services, Inc., (NASDAQ:CMGI) today announced its CMG @Ventures II a venture capital subsidiary has signed a merger agreement to sell its 25 percent stake in PlanetAll, the Web-based contact management service, to Amazon.com, Inc., (NASDAQ:AMZN), the leading online retailer of books and CDs. This CMG @Ventures II sale will be made in conjunction with Amazon.com's purchase of 100 percent of PlanetAll in exchange for 800,000 shares of Amazon.com stock plus assumption of all outstanding options. Beginning with its first investment in June, 1997, CMG @Ventures II has invested a total of \$5 million in PlanetAll, and will receive 225,000 shares of restricted Amazon.com stock pursuant to this transaction. PlanetAll will be operated as a wholly owned subsidiary of Amazon.com and will be located in Cambridge, Massachusetts.

PlanetAll operates a unique Web-based address book, calendar, and reminder service at <http://www.PlanetAll.com>. More than 1.5 million people use the secure, free service to organize and automatically update information about friends, business associates, relatives, and alumni. PlanetAll has integrated its service into the sites of a number of leading partners, including Lycos, GeoCities and Planet Direct, as well as

numerous universities and professional associations.

"I am pleased by the fact that an Internet player of Amazon.com's stature has recognized PlanetAll's enviable position on the Internet," said David Wetherell, CMG's CEO, noting that PlanetAll's traffic growth has outpaced overall Internet traffic growth. "We recognized the power of the PlanetAll concept early on and created synergies with other CMG companies that have brought PlanetAll to a new level of prominence. We look forward to building on those synergies, leveraging our relationship with PlanetAll and Amazon.com."

PlanetAll takes a revolutionary, new approach to managing contact information, eliminating the need to manually revise individual phone numbers and addresses. "Our commitment to simplifying contact management dovetails perfectly with Amazon.com's mission of leveraging the power of the Internet to enhance personal convenience," said Jim Savage, CEO of PlanetAll. "Amazon.com's tremendous reach and penetration has the potential to introduce millions more to discover the value and convenience of PlanetAll's services."

President and founder of PlanetAll Warren Adams added, "I am thrilled about today's announcement and give CMG @Ventures II a lot of credit for making so much happen in just one year since they first invested. CMG was one of the few venture capital firms that understood how to create value on the Internet and as a result took a bet on us. From the outset, they provided tremendous value, offering management guidance, vital introductions, and the cumulative knowledge gleaned from their various

portfolio companies. Without CMG, the road to realizing this vision would have been much more difficult if not impossible."

About PlanetAll

PlanetAll (www.planetall.com) provides next-generation, Web-based contact management services to people who want to optimize the value of ever-changing network of professional and personal contacts. Over 1.5 million people currently use PlanetAll's free and private service to securely manage their own contacts and access a vast network of potential contacts. Users of PlanetAll's service benefit from address books that become self-populating and universally accessible. The service also includes periodic emails that summarize any address changes or other news about their contacts, and networking tools to expand their circle of contacts. PlanetAll's service automatically updates most Personal Digital Assistants (PDAs), Personal Information Managers (PIMs), laptops, electronic organizers, smart phones and pagers with fresh contact information. PlanetAll's service is available to everyone through some of the Web's largest sites including Lycos and GeoCities.

About CMG Information Services

CMG Information Services, Inc. (NASDAQ:CMGI) is an investor and developer of Internet companies. In addition, CMGI operates direct marketing companies and venture funds focused on the Internet. Microsoft, Intel and Sumitomo hold minority positions in CMG Information Services.

The CMG Internet Group is made up primarily of majority-owned subsidiary companies including Planet Direct, NaviSite, Engage Technologies, Accipiter, ADSmart, InfoMation, The Password and Magnitude

Networks.

In addition to PlanetAll, the company's CMG @Ventures investment affiliates have significant interests in Lycos, Inc. (NASDAQ:LCOS), blaxxun, Vicinity, GeoCities, Parable LLC, KOZ, Silknet, Chemdex, Speech Machines, Softway Systems, TicketsLive Corporation, Critical Path, Mother Nature, and Visto Corporation. CMG @Ventures recently announced a definitive agreement to sell its investment in Reel.com to Hollywood Entertainment. In addition, CMG will invest approximately \$34 million in Hollywood Entertainment. CMG also includes CMG Direct, SalesLink, InSolutions and On-Demand Solutions as wholly owned subsidiaries in the direct marketing, fulfillment and turn-key arenas.

Corporate headquarters is located at 100 Brickstone Square, Andover, MA 01810. Telephone: 978-684-3600. Fax: 978-684-3674. Additional information is available on the company's Web site, <http://www.cmgi.com>

CONTACT: Mary Garrity Cormier Diane Parazin
CMG Information Services Copithorne & Bellows
(978) 684-3789 (617) 450-4300
mgarritycormier@cmgi.com diane.parazin@cbpr.com

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Processing

298 S4

7650693 REVIEW

3564425 REVIEWS

1612798 REVIEWED

823592 REVIEWING

6593901 PURCHASE

1758902 PURCHASES

2972794 PURCHASED

2531623 PURCHASING

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Processing

35 S6

16502727 SHARE
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2242105 SHARED
11985244 ACCESS
131382 ACCESES
1241527 ACCESSED
524550 ACCESSING

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or member or members)

Processing

Processing

25 S7

2746645 FRIEND
4361943 FRIENDS
12056748 FAMILY
3313417 RELATIVE
949432 RELATIVES
1771030 ASSOCIATE
3144486 ASSOCIATES
3420495 EMPLOYEE
9521762 EMPLOYEES
9484421 STAFF
10357787 MEMBER
12806567 MEMBERS

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ASSOCIATES OR EMPLOYEE OR EMPLOYEES OR STAFF OR MEMBER OR MEMBERS)

? t s8/free/all

>>>W: "FREE" is not a valid format name in file(s): 347-349

8/8/1 (Item 1 from file: 810)
Business Wire
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0941768 BW0322

GAMESPOT AMAZON.COM : GameSpot and Amazon.com Announce Advertising and Content Relationship

November 18, 1998

Byline: Business Editors/Computer Writers
Word Count: 641

8/8/2 (Item 2 from file: 810)
Business Wire
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0896467 BW1414

LYCOS : Lycos Reports 152% Increase in Revenues During Fiscal Year 1998

August 19, 1998

Byline: Business/Technology Editors
Word Count: 2401

8/8/3 (Item 1 from file: 275)
Gale Group Computer DB(TM)
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02212404 Supplier Number: 21066026 (Use Format 7 Or 9 For FULL TEXT)
Financial: Lycos Reports 152% Increase in Revenues During Fiscal Year 1998. (Company Financial Information)

August 24 , 1998
Word Count: 1874 Line Count: 00216
Company Names: Lycos Inc.--Finance
Descriptors: Company Sales/Revenue; Company Earnings/Profit
Product/Industry Names: 4811500 (Specialized Telecommunication Services)
SIC Codes: 4822 Telegraph & other communications
Ticker Symbols: LCOS
File Segment: CD File 275

8/8/4 (Item 1 from file: 621)
Gale Group New Prod.Annou.(R)
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01741577 Supplier Number: 53142686 (USE FORMAT 7 FOR FULLTEXT)
Amazon.com Announces Financial Results for Third Quarter 1998.

Oct 28 , 1998
Word Count: 1997
Publisher Name: PR Newswire Association, Inc.
Event Names: *830 (Sales, profits & dividends)
Industry Names: BUS (Business, General); BUSN (Any type of business)

8/8/5 (Item 2 from file: 621)
Gale Group New Prod.Annou.(R)
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01729586 Supplier Number: 53084215 (USE FORMAT 7 FOR FULLTEXT)
Amazon.com Enters European Book Market.

Oct 15 , 1998
Word Count: 754
Publisher Name: PR Newswire Association, Inc.
Industry Names: BUS (Business, General); BUSN (Any type of business)

8/8/6 (Item 3 from file: 621)
Gale Group New Prod.Annou.(R)
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01722003 Supplier Number: 53059777 (USE FORMAT 7 FOR FULLTEXT)
Amazon.com and Capitol Records Invite Music Fans to Play 'What's That Song?' at Amazon.com.

Oct 6 , 1998
Word Count: 1016
Publisher Name: PR Newswire Association, Inc.
Industry Names: BUS (Business, General); BUSN (Any type of business)

8/8/7 (Item 4 from file: 621)
Gale Group New Prod.Annou.(R)
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01694949 Supplier Number: 50254352 (USE FORMAT 7 FOR FULLTEXT)
Lycos Reports 152% Increase in Revenues During Fiscal Year 1998.

August 19 , 1998
Word Count: 2626
Publisher Name: Business Wire
Company Names: *Lycos Inc.
Event Names: *830 (Sales, profits & dividends)
Geographic Names: *1USA (United States)
Product Names: *7372000 (Computer Software)

Industry Names: BUS (Business, General); BUSN (Any type of business)
NAICS Codes: 51121 (Software Publishers)

8/8/8 (Item 1 from file: 636)
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03946095 Supplier Number: 50256700 (USE FORMAT 7 FOR FULLTEXT)

Financial: Lycos Reports 152% Increase in Revenues During Fiscal Year 1998
August 24 , 1998
Word Count: 2398
Publisher Name: EDGE Publishing
Company Names: *Lycos Inc.
Event Names: *650 (Sales & consumption)
Geographic Names: *1USA (United States)
Product Names: *7372000 (Computer Software)
Industry Names: BUSN (Any type of business); CMPT (Computers and Office Automation); TELC
(Telecommunications)
NAICS Codes: 51121 (Software Publishers)

8/8/9 (Item 1 from file: 813)
PR Newswire
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1366555 SFW063
Amazon.com Announces Financial Results for Third Quarter 1998

Date: October 28, 1998
Word Count: 1,864

Company Name: AMAZON.COM, INC.
Ticker Symbol: AMZN (NDQ)
Product: RETAIL (REA); INTERNET, MULTIMEDIA, ONLINE (MLM)
Descriptors: EARNINGS (ERN)
State: WASHINGTON (WA); NEW YORK (NY)
Section Heading: BUSINESS; TECHNOLOGY

8/8/10 (Item 2 from file: 813)
PR Newswire
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1352120 LATU058
Amazon.com and Capitol Records Invite Music Fans to Play 'What's That Song?' at Amazon.com

Date: October 6, 1998
Word Count: 988

Company Name: AMAZON.COM; CAPITOL RECORDS
Ticker Symbol: AMZN (NDQ); AMZN (NDQ)
Product: COMPUTER, ELECTRONICS (CPR); INTERNET, MULTIMEDIA, ONLINE (MLM);
ENTERTAINMENT (ENT)
State: WASHINGTON (WA); CALIFORNIA (CA)
Section Heading: BUSINESS; ENTERTAINMENT; MUSIC

8/8/11 (Item 1 from file: 16)
Gale Group PROMT(R)
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05915065 Supplier Number: 53142686 (USE FORMAT 7 FOR FULLTEXT)

Amazon.com Announces Financial Results for Third Quarter 1998.
Oct 28 , 1998
Word Count: 1997
Publisher Name: PR Newswire Association, Inc.
Event Names: *830 (Sales, profits & dividends)
Industry Names: BUS (Business, General); BUSN (Any type of business)

8/8/12 (Item 2 from file: 16)
Gale Group PROMT(R)
(c) 2008 The Gale Group. All rights reserved.
05890170 Supplier Number: 53084215 (USE FORMAT 7 FOR FULLTEXT)

Amazon.com Enters European Book Market.
Oct 15 , 1998
Word Count: 754
Publisher Name: PR Newswire Association, Inc.
Industry Names: BUS (Business, General); BUSN (Any type of business)

8/8/13 (Item 3 from file: 16)
Gale Group PROMT(R)
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05879861 Supplier Number: 53059777 (USE FORMAT 7 FOR FULLTEXT)

Amazon.com and Capitol Records Invite Music Fans to Play 'What's That Song?' at Amazon.com.

Oct 6 , 1998
Word Count: 1016
Publisher Name: PR Newswire Association, Inc.

Industry Names: BUS (Business, General); BUSN (Any type of business)

8/8/14 (Item 4 from file: 16)

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05769016 Supplier Number: 50256700 (USE FORMAT 7 FOR FULLTEXT)

Financial: Lycos Reports 152% Increase in Revenues During Fiscal Year 1998

August 24 , 1998

Word Count: 2398

Publisher Name: EDGE Publishing

Company Names: *Lycos Inc.

Event Names: *650 (Sales & consumption)

Geographic Names: *1USA (United States)

Product Names: *7372000 (Computer Software)

Industry Names: BUSN (Any type of business); CMPT (Computers and Office Automation); TELC (Telecommunications)

NAICS Codes: 51121 (Software Publishers)

Special Features: LOB; COMPANY

8/8/15 (Item 5 from file: 16)

Gale Group PROMT(R)

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05766954 Supplier Number: 50254352 (USE FORMAT 7 FOR FULLTEXT)

Lycos Reports 152% Increase in Revenues During Fiscal Year 1998.

August 19 , 1998

Word Count: 2626

Publisher Name: Business Wire

Company Names: *Lycos Inc.

Event Names: *830 (Sales, profits & dividends)

Geographic Names: *1USA (United States)

Product Names: *7372000 (Computer Software)

Industry Names: BUS (Business, General); BUSN (Any type of business)

NAICS Codes: 51121 (Software Publishers)

Special Features: LOB; COMPANY

8/8/16 (Item 1 from file: 148)

Gale Group Trade & Industry DB

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10569875 Supplier Number: 53142686 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Amazon.com Announces Financial Results for Third Quarter 1998.

Oct 28 , 1998

Word Count: 1693 Line Count: 00196
Industry Codes/Names: BUS Business, General; BUSN Any type of business
File Segment: NW File 649

8/8/17 (Item 2 from file: 148)
Gale Group Trade & Industry DB
(c)2008 The Gale Group. All rights reserved.
10531484 Supplier Number: 53084215 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Amazon.com Enters European Book Market.

Oct 15 , 1998
Word Count: 752 Line Count: 00067
Industry Codes/Names: BUS Business, General; BUSN Any type of business
File Segment: NW File 649

8/8/18 (Item 3 from file: 148)
Gale Group Trade & Industry DB
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10506601 Supplier Number: 53059777 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Amazon.com and Capitol Records Invite Music Fans to Play 'What's That Song?' at Amazon.com.

Oct 6 , 1998
Word Count: 1056 Line Count: 00089
Industry Codes/Names: BUS Business, General; BUSN Any type of business
File Segment: NW File 649

8/8/19 (Item 4 from file: 148)
Gale Group Trade & Industry DB
(c)2008 The Gale Group. All rights reserved.
10452527 Supplier Number: 21115902 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Lycos Reports 152% Increase in Revenues During Fiscal Year 1998.

August 19 , 1998
Word Count: 2319 Line Count: 00246
Company Names: Lycos Inc.--Finance
Industry Codes/Names: BUS Business, General; BUSN Any type of business
Descriptors: Internet/Web search services--Finance
Product/Industry Names: 4811525 (Online Search Services & Directories)
Product/Industry Names: 4822 Telegraph & other communications
Ticker Symbols: LCOS
File Segment: NW File 649

8/8/20 (Item 5 from file: 148)

Gale Group Trade & Industry DB

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10424734 Supplier Number: 21066026 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Financial: Lycos Reports 152% Increase in Revenues During Fiscal Year 1998. (Company Financial Information)

August 24 , 1998

Word Count: 1874 Line Count: 00216

Company Names: Lycos Inc.--Finance

Industry Codes/Names: BUSN Any type of business; CMPT Computers and Office Automation; TELC Telecommunications

Descriptors: Telecommunications services industry--Finance

Product/Industry Names: 4811500 (Specialized Telecommunication Services)

Product/Industry Names: 4822 Telegraph & other communications

Ticker Symbols: LCOS

File Segment: CD File 275

8/8/21 (Item 1 from file: 20)

Dialog Global Reporter

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03488552 (USE FORMAT 7 OR 9 FOR FULLTEXT)

GameSpot and Amazon.com Announce Advertising and Content Relationship

November 18, 1998

Word Count: 653

Country Names/Codes: United States of America (US)

Regions: Americas; North America; Pacific Rim

Province/State: Washington

SIC Codes/Descriptions: 5900 (Miscellaneous Retail)

8/8/22 (Item 2 from file: 20)

Dialog Global Reporter

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03255451 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Amazon.com Announces Financial Results for Third Quarter 1998

October 28, 1998

Word Count: 1644

Company Names: AMAZON NATURAL TREASURES INC.

Descriptors: Results; Company News

Country Names/Codes: United States of America (US)

Regions: Americas; North America; Pacific Rim

Province/State: Washington

SIC Codes/Descriptions: 5900 (Miscellaneous Retail)

8/8/23 (Item 3 from file: 20)

Dialog Global Reporter

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03116851 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Amazon.com Enters European Book Market

October 15, 1998

Word Count: 710

Company Names: AMAZON NATURAL TREASURES INC.

Descriptors: New Products & Services; Marketing; Company News

Country Names/Codes: United States of America (US)

Regions: Americas; North America; Pacific Rim

Province/State: Washington

SIC Codes/Descriptions: 5900 (Miscellaneous Retail)

8/8/24 (Item 4 from file: 20)

Dialog Global Reporter

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03023647 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Amazon.com and Capitol Records Invite Music Fans to Play 'What's That Song?' at Amazon.com

October 06, 1998

Word Count: 1029

Company Names: AMAZON NATURAL TREASURES INC.

Country Names/Codes: United States of America (US)

Regions: Americas; North America; Pacific Rim

Province/State: Washington

SIC Codes/Descriptions: 5900 (Miscellaneous Retail)

? t s8/k/24

8/K/24 (Item 4 from file: 20)

Dialog Global Reporter

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(USE FORMAT 7 OR 9 FOR FULLTEXT)

Amazon.com and Capitol Records Invite Music Fans to Play 'What's That Song?' at Amazon.com

with Amazon.Com for Online Game

Grand Prize: \$50,000 and One-of-a-Kind Artist Prizes, Including a

Phone Conversation with a Member of Big Bad Voodoo Daddy and

Signed

Artwork from Bonnie Raitt's Latest Album
SEATTLE, Oct. 6 /PRNewswire/ -- Amazon.com, Inc.
(Nasdaq: AMZN), Capitol Records, and many of the world's leading musical
artists today...

...knowledge of music while providing revealing insights into many of
today's top artists.

At Amazon.com, every day from October 6 through November
2, artists will be asked provocative questions about...

...a game we all enjoy playing," said Matador/Capitol recording artist Liz
Phair. "The questions Amazon.com asked me were a lot of fun
to answer, so I know my fans will...
...old as music itself. It's been on television and on the radio, and now
Amazon.com is bringing it to the Internet -- with our own
unique twist," said David Risher, Amazon.com's senior vice
president. "We're thrilled to collaborate on our first major music event...

...in the EMI Group, Virgin Records and EMD."

"We are excited to be working with Amazon.com, one of
the most widely recognized Web pioneers," said Robin Bechtel, senior
director of new...

...tastes."

Music fans can also read exclusive interviews with many of the
participating artists at Amazon.com.

Each day, Amazon.com will randomly select a winner from
those entrants who correctly identify the song title and...

...will need the RealPlayer, available for free download at www.real.com,
in order to access the song clips. Daily winners will receive
\$1,000 plus a prize or prizes related...

...will automatically be entered in the grand-prize drawing. At the end of
the event, Amazon.com will randomly select a grand-prize
winner from all the entrants. The grand-prize winner will receive \$50,000
and a personalized gift from each of the artists. No purchase is
necessary to enter or win. The contest is open only to residents of the...

...age of 18 and residents of Canada, other than Quebec, over the age of
19.

Amazon.com's music store, which opened in June, offers
shoppers more than 25 times the CD...

...of the typical music store at everyday savings of up to 40%, including
30% off Amazon.com's 100 bestselling CDs and Editor's Choice
titles. From alternative to zydeco, hip-hop to bebop, Amazon.
com's customers will find everything from the latest releases to
hard-to-find gems in any music genre. In addition, the Amazon.
com music store features reviews by Amazon.com
staff editors and nationally known critics, song samples, artist
interviews, lists of essential albums by genre, thousands of bestseller

lists, music in the news, and personalized music recommendations.

About Amazon.com, Inc.

Amazon.com, Inc., Earth's biggest book and music store
(Nasdaq: AMZN), opened its virtual doors on...

...July 1995 with a mission to offer products that educate, inform, and

inspire. Today, the Amazon.com store offers more than 3

million books, CDs, audiobooks, DVDs, computer games, and other titles...

...credit card payment, personalized recommendations, streamlined ordering

through 1-Click(SM) technology, and direct shipping. Amazon.

com operates international bookstore Web sites in the United Kingdom

and in Germany. Amazon.com also operates PlanetAll

(www.planetall.com), a Web-based address book, calendar, and

reminder service, and the Internet Movie Database...

...on more than 150,000 movies and entertainment programs and 500,000 cast

and crew members, dating from the birth of film in 1892 to the

present.

This announcement contains forward-looking statements that involve

risks and uncertainties that include, among others, Amazon.

com's limited operating history, the unpredictability of its future

revenues, and risks associated with capacity...

...management of growth, and new business opportunities. More information

about factors that potentially could affect Amazon.com's

financial results is included in the company's filings with the Securities

and Exchange...

...1997, and quarterly report on Form 10-Q for the quarter ended June 30,

1998.

Amazon.com and 1-Click are either registered trademarks

or trademarks of Amazon.com, Inc. All other names mentioned

herein may be trademarks of their respective owners.

About Capitol...CONTACT: Dan Wool or Julie Gladders of mPRm,

323-933-3399; or Emily Glassman of Amazon.com, 206-834-7180/

09:02 EDT

Company Names:

AMAZON NATURAL TREASURES INC.

19981006

? ts8/k/23

8/K/23 (Item 3 from file: 20)

Dialog Global Reporter

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(USE FORMAT 7 OR 9 FOR FULLTEXT)
Amazon.com Enters European Book Market

SEATTLE, Oct. 15 /PRNewswire/ -- Leading online retailer Amazon.com (Nasdaq: AMZN) formally entered the European market today with the launch of new Web sites in Germany and the United Kingdom.

Amazon.de and Amazon.co.uk opened their virtual "doors" on the World Wide Web early this morning, replacing sites once operated by ABC Bucherdienst in Germany and Bookpages, Ltd., in the U.K. Amazon.com purchased both companies in April.

For the first time on a local basis, the sites make...

...Germany. In addition, thousands of other U.S. titles will be delivered much sooner from Amazon.com facilities in the United States.

Both sites will feature many of the customer features developed by Amazon.com: personalized recommendations, the ability to search for and locate books in a variety of ways, hundreds of browsing lists compiled by specific categories of bestselling books, reviews by experts and customers, easy and secure 1-Click(TM) ordering, and Amazon.com's attention to customer service.

"Amazon.co.uk and Amazon.de will provide a whole new level of convenience and customer service for book buyers," said Jeff Bezos, Amazon.com's founder and CEO. "These are stores that are open around the clock where people...

...buy. It combines the power of the Internet with' a very personalized experience."

As at Amazon.com, ordering is secure at Amazon.de and Amazon.co.uk. Personal information and credit card numbers are encrypted for transmission over the Internet...

...by a security guarantee protecting shoppers from unauthorized use. Full details are available at www.amazon.de and www.amazon.co.uk.

Amazon.de is headquartered in and has a distribution center in Regensburg and editorial and marketing...

...Munich. The store will initially feature 335,000 titles from German publishers, fast and easy access to 374,000 U.S. titles, swift delivery, and, soon, an array of recommendation features to better serve book buyers, including instant recommendations. A Munich-based staff of expert German editors will develop reviews and recommendations of German-title books.

Amazon.co.uk is headquartered in and has a distribution center in Slough, England. The store...

...a complete catalog of 1.2 million U.K. titles in print, fast and easy access to 200,000 U.S. titles, and speedy delivery. A staff of expert U.K. editors will provide recommendations and reviews.

About Amazon.com, Inc.

Amazon.com, Inc., Earth's biggest book and music store, opened its virtual doors on the World...

...July 1995 with a mission to offer products that educate, inform, and inspire. Today, the Amazon.com store offers more than 3 million books, CDs, audiobooks, DVDs, computer games, and other titles...

...credit card payment, personalized recommendations, streamlined ordering through 1-Click(SM) technology, and direct shipping. Amazon.com operates two international bookstore Web sites: www.amazon.co.uk in the United Kingdom and www.amazon.de in Germany. Amazon.com also operates PlanetAll (www.planetall.com), a Web-based address book, calendar and reminder service, and the Internet Movie Database...

...on more than 150,000 movies and entertainment programs and 500,000 cast and crew members dating from the birth of film in 1892 to the present.

This announcement contains forward-looking statements that involve risks and uncertainties that include, among others, Amazon.com's limited operating history, the unpredictability of its future revenues, and risks associated with capacity...

...management of growth, and new business opportunities. More information about factors that potentially could affect Amazon.com's financial results is included in the company's Annual Report on Form 10-K ...

...for the quarter ended June 30, 1998, both filed with the Securities and Exchange Commission.

Amazon.com, Earth's Biggest Bookstore, and 1-Click are either registered trademarks or trademarks of Amazon.com, Inc. All other names mentioned herein may be trademarks of their respective owners.

/CONTACT: /CONTACT: Bill Curry of Amazon.com,
206-834-7180/ 05:00 EDT

Company Names:
AMAZON NATURAL TREASURES INC.

19981015

? ts8/7/21

8/7/21 (Item 1 from file: 20)

Dialog Global Reporter

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03488552 (THIS IS THE FULLTEXT)

GameSpot and Amazon.com Announce Advertising and Content Relationship

BUSINESS WIRE
November 18, 1998

SAN FRANCISCO--(BUSINESS WIRE)--Nov. 18, 1998--GameSpot, Inc. and Amazon.com, Inc. (Nasdaq:AMZN) today announced an advertising and content relationship where Amazon.com will be the preferred seller of games on the GameSpot and Videogames.com sites, and GameSpot will provide games-related editorial content on Amazon.com.

Under the terms of the agreement, Amazon.com will receive extensive placements on the GameSpot sites, including "buy now" buttons which will allow GameSpot's 2 million-plus monthly audience to purchase games and game-related books from the online retailer. In addition, GameSpot will provide PC and videogame-related editorial content to Amazon.com.

"GameSpot's agreement with Amazon.com will offer the largest audience of gamers online direct and convenient access to the largest and most respected retailer online. It's a big win for our users, who can now conveniently and securely purchase many of the products they see reviewed or advertised on our sites, and a big win for our advertisers, whose promotions will be even more directly connected to a purchase," said Jonathan Epstein, president and publisher of GameSpot, Inc.

"We have long featured games and game-related books in our store," said David Risher, senior vice president of product development at Amazon.com. "This relationship with a content leader like GameSpot will help us to improve our customers' discovery experience in this area and make it easier for game enthusiasts to shop online."

About GameSpot, Inc.

San Francisco-based GameSpot, Inc. is the publisher of the GameSpot and Videogames.com Web sites, the most highly trafficked game-related sites online. With over 39 million pageviews per month and a monthly audience of over 2 million, GameSpot, Inc. is the most influential provider of information to game buyers in the world. In addition to its US sites, GameSpot Inc. has ten international partner sites, and provides content to a number of major sites, including Yahoo and ESPN Sportzone. GameSpot, Inc. is majority owned by Ziff-Davis (NYSE:ZD). Ziff-Davis is a leading integrated media and marketing company focused on computing and Internet-related technology, with principal platforms in print publishing, trade shows and conferences, online content, market research and education.

About Amazon.com, Inc.

Amazon.com, Inc., Earth's biggest book and music store (Nasdaq:AMZN), opened its virtual doors on the World Wide Web in July 1995 with a mission to offer products that educate, inform, and inspire. Today, the Amazon.com store offers more than 3 million books, CDs, videos, DVDs, audiobooks, computer games, and other titles, plus

easy-to-use search-and-locate features, secure credit card payment, personalized recommendations, streamlined ordering through 1-Click(SM) technology, and direct shipping.

Amazon.com operates two international bookstore Web sites: www.amazon.co.uk in the United Kingdom and www.amazon.de in Germany. Amazon.com also operates PlanetAll (www.planetall.com), a Web-based address book, calendar, and reminder service, and the Internet Movie Database (www.imdb.com), the Web's comprehensive and authoritative source of information on more than 150,000 movies and entertainment programs and 500,000 cast and crew members dating from the birth of film in 1892 to the present.

This announcement contains forward-looking statements that involve risks and uncertainties that include, among others, Amazon.com's limited operating history, the unpredictability of its future revenues, and risks associated with capacity constraints, management of growth, and new business opportunities. More information about factors that potentially could affect Amazon.com's financial results is included in the company's Annual Report on Form 10-K for the year ended December 31, 1997, and quarterly report on Form 10-Q for the quarter ended September, 1998, both filed with the Securities and Exchange Commission.

Note to Editors: Amazon.com, Amazon.co.uk, Amazon.de, PlanetAll, Internet Movie Database, Earth's Biggest Bookstore, and 1-Click are either registered trademarks or trademarks of Amazon.com, Inc. or its affiliates. All other names mentioned herein may be trademarks of their respective owners.

CONTACT: GameSpot Inc.
Suzanne Browne, 415/666-1721 x311
suzanne@gamespot.com

17:41 EST NOVEMBER 18, 1998

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? ds

Set Items Description

S1 60333282 S PD<19981119

S2 1831 S PLANETALL

S3 360873 S AMAZON OR AMAZON.COM OR AMAZON(W)COM

S4 298 S S1 AND S2 AND S3

S5 8 S S4 AND (CIRCLE)

S6 35 S S4 AND (REVIEW OR REVIEWS OR REVIEWED OR REVIEWING) AND (PURCHASE OR PURCHASES OR PURCHASED OR PURCHASING)

S7 25 S S6 AND (SHARE OR SHARES OR SHARING OR SHARED OR ACCESS OR ACCESSES OR ACCESSED OR ACCESSING)

S8 24 S S7 AND (FRIEND OR FRIENDS OR FAMILY OR RELATIVE OR RELATIVES OR ASSOCIATE OR ASSOCIATES OR EMPLOYEE OR EMPLOYEES OR STAFF OR MEMBER OR MEMBERS)

? t s6/free/all

>>>W: "FREE" is not a valid format name in file(s): 347-349

6/8/1 (Item 1 from file: 810)

Business Wire

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0941768 BW0322

GAMESPOT AMAZON.COM : GameSpot and Amazon.com Announce Advertising and Content Relationship

November 18, 1998

Byline: Business Editors/Computer Writers

Word Count: 641

6/8/2 (Item 2 from file: 810)

Business Wire

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0896467 BW1414

LYCOS : Lycos Reports 152% Increase in Revenues During Fiscal Year 1998

August 19, 1998

Byline: Business/Technology Editors

Word Count: 2401

6/8/3 (Item 3 from file: 810)

Business Wire

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0889216 BW0119

Business Wire Recap

August 04, 1998

Byline: EDITORS
Word Count: 1403

6/8/4 (Item 1 from file: 275)
Gale Group Computer DB(TM)
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02212404 Supplier Number: 21066026 (Use Format 7 Or 9 For FULL TEXT)
Financial: Lycos Reports 152% Increase in Revenues During Fiscal Year 1998. (Company Financial Information)

August 24 , 1998
Word Count: 1874 Line Count: 00216
Company Names: Lycos Inc.--Finance
Descriptors: Company Sales/Revenue; Company Earnings/Profit
Product/Industry Names: 4811500 (Specialized Telecommunication Services)
SIC Codes: 4822 Telegraph & other communications
Ticker Symbols: LCOs
File Segment: CD File 275

6/8/5 (Item 1 from file: 476)
Financial Times Fulltext
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0009581424 B0IKEAGAE5FT
DIGITAL BUSINESS: Consumer profiles made to measure: Some companies are using the digital revolution to create an interactive relationship with their customers. John Willman investigates

Thursday , November 5, 1998
Word Count: 1,229
DESCRIPTORS: Market Data; Marketing & Advertising; Products & Product Use Services & Service Use; Technological Developments; Management & marketing; Market data; Products & product use; Services & service use; Technology
GEOGRAPHIC NAMES: World (GC=XA)
PRODUCT/INDUSTRY NAMES: Computer Related Services, NEC (SC=7379)

6/8/6 (Item 1 from file: 621)
Gale Group New Prod.Annou.(R)
(c) 2008 The Gale Group. All rights reserved.
01748569 Supplier Number: 53178122 (USE FORMAT 7 FOR FULLTEXT)
Amazon.com Makes It Easy For Millions of Music Fans Worldwide to Discover And Buy Unsigned Artists' And Independent Labels' CDs.

Nov 5 , 1998
Word Count: 931
Publisher Name: PR Newswire Association, Inc.

Industry Names: BUS (Business, General); BUSN (Any type of business)

6/8/7 (Item 2 from file: 621)

Gale Group New Prod.Annou.(R)

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01741577 Supplier Number: 53142686 (USE FORMAT 7 FOR FULLTEXT)

Amazon.com Announces Financial Results for Third Quarter 1998.

Oct 28 , 1998

Word Count: 1997

Publisher Name: PR Newswire Association, Inc.

Event Names: *830 (Sales, profits & dividends)

Industry Names: BUS (Business, General); BUSN (Any type of business)

6/8/8 (Item 3 from file: 621)

Gale Group New Prod.Annou.(R)

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01729586 Supplier Number: 53084215 (USE FORMAT 7 FOR FULLTEXT)

Amazon.com Enters European Book Market.

Oct 15 , 1998

Word Count: 754

Publisher Name: PR Newswire Association, Inc.

Industry Names: BUS (Business, General); BUSN (Any type of business)

6/8/9 (Item 4 from file: 621)

Gale Group New Prod.Annou.(R)

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01722003 Supplier Number: 53059777 (USE FORMAT 7 FOR FULLTEXT)

Amazon.com and Capitol Records Invite Music Fans to Play 'What's That Song?' at Amazon.com.

Oct 6 , 1998

Word Count: 1016

Publisher Name: PR Newswire Association, Inc.

Industry Names: BUS (Business, General); BUSN (Any type of business)

6/8/10 (Item 5 from file: 621)

Gale Group New Prod.Annou.(R)

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01694949 Supplier Number: 50254352 (USE FORMAT 7 FOR FULLTEXT)

Lycos Reports 152% Increase in Revenues During Fiscal Year 1998.

August 19 , 1998
Word Count: 2626
Publisher Name: Business Wire
Company Names: *Lycos Inc.
Event Names: *830 (Sales, profits & dividends)
Geographic Names: *1USA (United States)
Product Names: *7372000 (Computer Software)
Industry Names: BUS (Business, General); BUSN (Any type of business)
NAICS Codes: 51121 (Software Publishers)

6/8/11 (Item 1 from file: 636)
Gale Group Newsletter DB(TM)
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04060292 Supplier Number: 54108761 (USE FORMAT 7 FOR FULLTEXT)

BOOK DATA: Book Data enters deal to supply book information to Amazon.co.uk.
Nov 3 , 1998
Word Count: 703
Publisher Name: M2 Communications
Company Names: *Book Data Ltd.
Geographic Names: *4EUUK (United Kingdom)
Industry Names: BUSN (Any type of business); INTL (Business, International)

6/8/12 (Item 2 from file: 636)
Gale Group Newsletter DB(TM)
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03946095 Supplier Number: 50256700 (USE FORMAT 7 FOR FULLTEXT)

Financial: Lycos Reports 152% Increase in Revenues During Fiscal Year 1998
August 24 , 1998
Word Count: 2398
Publisher Name: EDGE Publishing
Company Names: *Lycos Inc.
Event Names: *650 (Sales & consumption)
Geographic Names: *1USA (United States)
Product Names: *7372000 (Computer Software)
Industry Names: BUSN (Any type of business); CMPT (Computers and Office Automation); TELC (Telecommunications)
NAICS Codes: 51121 (Software Publishers)

6/8/13 (Item 1 from file: 813)
PR Newswire

(c) 1999 PR Newswire Association Inc. All rights reserved.
1371140 SFT004

Amazon.com Makes It Easy For Millions of Music Fans Worldwide to Discover And Buy Unsigned Artists' And Independent Labels' CDs

Date: November 5, 1998
Word Count: 918

Company Name: AMAZON.COM, INC.; CMJ
Ticker Symbol: AMZN (NDQ)
Product: INTERNET, MULTIMEDIA, ONLINE (MLM); PUBLISHING, INFORMATION SERVICES (PUB)
Descriptors: NEW PRODUCTS & SERVICES (PDT)
State: WASHINGTON (WA)
Section Heading: MUSIC; TECHNOLOGY

6/8/14 (Item 2 from file: 813)
PR Newswire

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1366555 SFW063
Amazon.com Announces Financial Results for Third Quarter 1998

Date: October 28, 1998
Word Count: 1,864

Company Name: AMAZON.COM, INC.
Ticker Symbol: AMZN (NDQ)
Product: RETAIL (REA); INTERNET, MULTIMEDIA, ONLINE (MLM)
Descriptors: EARNINGS (ERN)
State: WASHINGTON (WA); NEW YORK (NY)
Section Heading: BUSINESS; TECHNOLOGY

6/8/15 (Item 3 from file: 813)
PR Newswire

(c) 1999 PR Newswire Association Inc. All rights reserved.
1352120 LATU058
Amazon.com and Capitol Records Invite Music Fans to Play 'What's That Song?' at Amazon.com

Date: October 6, 1998
Word Count: 988

Company Name: AMAZON.COM; CAPITOL RECORDS
Ticker Symbol: AMZN (NDQ); AMZN (NDQ)

Product: COMPUTER, ELECTRONICS (CPR); INTERNET, MULTIMEDIA, ONLINE (MLM);
ENTERTAINMENT (ENT)
State: WASHINGTON (WA); CALIFORNIA (CA)
Section Heading: BUSINESS; ENTERTAINMENT; MUSIC

6/8/16 (Item 1 from file: 16)

Gale Group PROMT(R)

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05933072 Supplier Number: 53178122 (USE FORMAT 7 FOR FULLTEXT)

Amazon.com Makes It Easy For Millions of Music Fans Worldwide to Discover And Buy Unsigned Artists' And Independent Labels' CDs.

Nov 5 , 1998

Word Count: 931

Publisher Name: PR Newswire Association, Inc.

Industry Names: BUS (Business, General); BUSN (Any type of business)

6/8/17 (Item 2 from file: 16)

Gale Group PROMT(R)

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05915065 Supplier Number: 53142686 (USE FORMAT 7 FOR FULLTEXT)

Amazon.com Announces Financial Results for Third Quarter 1998.

Oct 28 , 1998

Word Count: 1997

Publisher Name: PR Newswire Association, Inc.

Event Names: *830 (Sales, profits & dividends)

Industry Names: BUS (Business, General); BUSN (Any type of business)

6/8/18 (Item 3 from file: 16)

Gale Group PROMT(R)

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05890170 Supplier Number: 53084215 (USE FORMAT 7 FOR FULLTEXT)

Amazon.com Enters European Book Market.

Oct 15 , 1998

Word Count: 754

Publisher Name: PR Newswire Association, Inc.

Industry Names: BUS (Business, General); BUSN (Any type of business)

6/8/19 (Item 4 from file: 16)

Gale Group PROMT(R)

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05879861 Supplier Number: 53059777 (USE FORMAT 7 FOR FULLTEXT)

Amazon.com and Capitol Records Invite Music Fans to Play 'What's That Song?' at Amazon.com.
Oct 6, 1998
Word Count: 1016
Publisher Name: PR Newswire Association, Inc.
Industry Names: BUS (Business, General); BUSN (Any type of business)

6/8/20 (Item 5 from file: 16)
Gale Group PROMT(R)
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05769016 Supplier Number: 50256700 (USE FORMAT 7 FOR FULLTEXT)

Financial: Lycos Reports 152% Increase in Revenues During Fiscal Year 1998
August 24, 1998
Word Count: 2398
Publisher Name: EDGE Publishing
Company Names: *Lycos Inc.
Event Names: *650 (Sales & consumption)
Geographic Names: *USA (United States)
Product Names: *7372000 (Computer Software)
Industry Names: BUSN (Any type of business); CMPT (Computers and Office Automation); TELC
(Telecommunications)
NAICS Codes: 51121 (Software Publishers)
Special Features: LOB; COMPANY

6/8/21 (Item 6 from file: 16)
Gale Group PROMT(R)
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05766954 Supplier Number: 50254352 (USE FORMAT 7 FOR FULLTEXT)

Lycos Reports 152% Increase in Revenues During Fiscal Year 1998.
August 19, 1998
Word Count: 2626
Publisher Name: Business Wire
Company Names: *Lycos Inc.
Event Names: *830 (Sales, profits & dividends)
Geographic Names: *USA (United States)
Product Names: *7372000 (Computer Software)
Industry Names: BUS (Business, General); BUSN (Any type of business)
NAICS Codes: 51121 (Software Publishers)
Special Features: LOB; COMPANY

6/8/22 (Item 1 from file: 148)

Gale Group Trade & Industry DB

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0019716214 Supplier Number: 54108761 (USE FORMAT 7 OR 9 FOR FULL TEXT)

BOOK DATA: Book Data enters deal to supply book information to Amazon.co.uk.

Nov 3 , 1998

Word Count: 704 Line Count: 00063

Company Names: Book Data Ltd.

Industry Codes/Names: BUSN Business; INTL Business, international

Geographic Codes: 4EUUK United Kingdom

6/8/23 (Item 2 from file: 148)

Gale Group Trade & Industry DB

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10595628 Supplier Number: 53178122 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Amazon.com Makes It Easy For Millions of Music Fans Worldwide to Discover And Buy Unsigned Artists' And Independent Labels' CDs.

Nov 5 , 1998

Word Count: 954 Line Count: 00082

Industry Codes/Names: BUS Business, General; BUSN Any type of business

File Segment: NW File 649

6/8/24 (Item 3 from file: 148)

Gale Group Trade & Industry DB

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10569875 Supplier Number: 53142686 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Amazon.com Announces Financial Results for Third Quarter 1998.

Oct 28 , 1998

Word Count: 1693 Line Count: 00196

Industry Codes/Names: BUS Business, General; BUSN Any type of business

File Segment: NW File 649

6/8/25 (Item 4 from file: 148)

Gale Group Trade & Industry DB

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10531484 Supplier Number: 53084215 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Amazon.com Enters European Book Market.

Oct 15 , 1998

Word Count: 752 Line Count: 00067

Industry Codes/Names: BUS Business, General; BUSN Any type of business
File Segment: NW File 649

6/8/26 (Item 5 from file: 148)
Gale Group Trade & Industry DB
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10506601 Supplier Number: 53059777 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Amazon.com and Capitol Records Invite Music Fans to Play 'What's That Song?' at Amazon.com.

Oct 6 , 1998
Word Count: 1056 Line Count: 00089
Industry Codes/Names: BUS Business, General; BUSN Any type of business
File Segment: NW File 649

6/8/27 (Item 6 from file: 148)
Gale Group Trade & Industry DB
(c)2008 The Gale Group. All rights reserved.
10452527 Supplier Number: 21115902 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Lycos Reports 152% Increase in Revenues During Fiscal Year 1998.

August 19 , 1998
Word Count: 2319 Line Count: 00246
Company Names: Lycos Inc.--Finance
Industry Codes/Names: BUS Business, General; BUSN Any type of business
Descriptors: Internet/Web search services--Finance
Product/Industry Names: 4811525 (Online Search Services & Directories)
Product/Industry Names: 4822 Telegraph & other communications
Ticker Symbols: LCOS
File Segment: NW File 649

6/8/28 (Item 7 from file: 148)
Gale Group Trade & Industry DB
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10424734 Supplier Number: 21066026 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Financial: Lycos Reports 152% Increase in Revenues During Fiscal Year 1998. (Company Financial Information)

August 24 , 1998
Word Count: 1874 Line Count: 00216
Company Names: Lycos Inc.--Finance
Industry Codes/Names: BUSN Any type of business; CMPT Computers and Office Automation; TELC Telecommunications
Descriptors: Telecommunications services industry--Finance
Product/Industry Names: 4811500 (Specialized Telecommunication Services)

Product/Industry Names: 4822 Telegraph & other communications

Ticker Symbols: LCOS

File Segment: CD File 275

6/8/29 (Item 1 from file: 20)

Dialog Global Reporter

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03488552 (USE FORMAT 7 OR 9 FOR FULLTEXT)

GameSpot and Amazon.com Announce Advertising and Content Relationship

November 18, 1998

Word Count: 653

Country Names/Codes: United States of America (US)

Regions: Americas; North America; Pacific Rim

Province/State: Washington

SIC Codes/Descriptions: 5900 (Miscellaneous Retail)

6/8/30 (Item 2 from file: 20)

Dialog Global Reporter

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03435402 (USE FORMAT 7 OR 9 FOR FULLTEXT)

IRT Business This Week 1: Big retailers are watching you - Digital revolution is being used by some firms to create made-to-measure relationships with their customers

November 13, 1998

Word Count: 1193

Descriptors: Comment & Analysis; Market News

Country Names/Codes: Ireland (IE)

Regions: Europe; European Union; Western Europe

6/8/31 (Item 3 from file: 20)

Dialog Global Reporter

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03349295 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Amazon.com Makes It Easy For Millions of Music Fans Worldwide to Discover And Buy Unsigned Artists' And Independent Labels' CDs

November 05, 1998

Word Count: 889

Descriptors: New Products & Services; Marketing; Company News

Country Names/Codes: United States of America (US)

Regions: Americas; North America; Pacific Rim

Province/State: Washington

SIC Codes/Descriptions: 5900 (Miscellaneous Retail)

6/8/32 (Item 4 from file: 20)

Dialog Global Reporter

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03328840 (USE FORMAT 7 OR 9 FOR FULLTEXT)

BOOK DATA: Book Data enters deal to supply book information to Amazon.co.uk

November 3, 1998

Word Count: 630

Descriptors: New Products & Services; Marketing; Company News

Country Names/Codes: United States of America (US) ; United Kingdom (GB)

Regions: Americas; North America; Pacific Rim; Europe; European Union; Western Europe

SIC Codes/Descriptions: 2732 (Book Printing); 7375 (Information Retrieval Services); 7372 (Prepackaged Software)

6/8/33 (Item 5 from file: 20)

Dialog Global Reporter

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03255451 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Amazon.com Announces Financial Results for Third Quarter 1998

October 28, 1998

Word Count: 1644

Company Names: AMAZON NATURAL TREASURES INC.

Descriptors: Results; Company News

Country Names/Codes: United States of America (US)

Regions: Americas; North America; Pacific Rim

Province/State: Washington

SIC Codes/Descriptions: 5900 (Miscellaneous Retail)

6/8/34 (Item 6 from file: 20)

Dialog Global Reporter

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03116851 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Amazon.com Enters European Book Market

October 15, 1998

Word Count: 710

Company Names: AMAZON NATURAL TREASURES INC.

Descriptors: New Products & Services; Marketing; Company News

Country Names/Codes: United States of America (US)

Regions: Americas; North America; Pacific Rim
Province/State: Washington
SIC Codes/Descriptions: 5900 (Miscellaneous Retail)

6/8/35 (Item 7 from file: 20)
Dialog Global Reporter
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03023647 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Amazon.com and Capitol Records Invite Music Fans to Play 'What's That Song?' at Amazon.com

October 06, 1998
Word Count: 1029
Company Names: AMAZON NATURAL TREASURES INC.
Country Names/Codes: United States of America (US)
Regions: Americas; North America; Pacific Rim
Province/State: Washington
SIC Codes/Descriptions: 5900 (Miscellaneous Retail)

? t s6/7/33

6/7/33 (Item 5 from file: 20)
Dialog Global Reporter
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03255451 (THIS IS THE FULLTEXT)
Amazon.com Announces Financial Results for Third Quarter 1998

PR NEWswire
October 28, 1998 16:33

Amazon.com Becomes #1 Online Music Retailer With Sales of
\$14.4 Million; First
Quarter to Add More Than 1 Million Customers

SEATTLE, Oct. 28 /PRNewswire/ -- Amazon.com, Inc. (Nasdaq:
AMZN) today announced financial results for the third quarter of 1998. Net
sales were \$153.7 million, an increase of 306 percent over net sales of
\$37.9 million for the third quarter of 1997. Amazon.com also
became the #1 online music retailer in its first full quarter of music
sales.

Amazon.com reported a third quarter pro forma operating
loss of \$21.0 million, or 14 percent of net sales, compared to an operating

loss of \$10.3 million, or 27 percent of net sales, in the prior year. Pro forma net loss of \$24.7 million, or \$0.49 per share, compared with a net loss of \$9.6 million, or \$0.21 per share, in the third quarter of 1997. On a GAAP basis, reported third-quarter net loss was \$0.90 per share, and included \$20.5 million of merger- and acquisition-related costs.

Amazon.com announced that cumulative customer accounts increased by over 1.2 million during the third quarter to nearly 4.5 million at September 30, 1998, an increase of over 377 percent from 940,000 customer accounts at September 30, 1997. Repeat customer orders represented more than 64 percent of orders placed during the quarter ended September 30, 1998.

"We are very grateful to our customers for choosing Amazon.com as their online music store so quickly," said Jeff Bezos, Amazon.com founder and chief executive officer. "We work hard to earn the confidence of our customers. We're known for service, ease of use, selection, and everyday low prices, and these are the reasons our customers have made us the leading online music retailer. Though pleased with these results, we know our growth initiatives will continue to require aggressive investment and entail significant execution challenges."

Recent Highlights

Amazon.com Becomes the #1 Online Music Store, Adds Classical

Third-quarter music sales were \$14.4 million, the first full quarter following the June launch of Amazon.com's music store. Amazon.com exited the quarter as the leading online retailer of music less than four months after its launch. Customer response was

strong, augmented by the September launch of its classical-music store.

Adding to the success of its overall music store, Amazon.com opened the classical section of this store in early September. The classical section has added more than 47,000 classical and opera CDs to the existing Amazon.com music store, pushing the store's total number of CDs to more than 225,000 -- 25 times the selection of the average physical music store. Amazon.com also introduced a variety of classical-specific features to help shoppers find and discover exactly the right CD, regardless of their familiarity with classical music. Among those features are thousands of classical-music reviews, editors' recommendations for more than 1,000 essential classical and opera CDs, and more than 1,000 narrow-niche classical and opera bestseller lists.

Amazon.com Formally Enters European Book Market

In October Amazon.com formally entered the European market with the launch of new stores in Germany and the United Kingdom. Amazon.de and Amazon.co.uk replaced sites once operated by Telebook in Germany and Bookpages in the U.K. Amazon.com purchased both companies in April. For the first time on a local basis, the stores make available to Europeans a vast selection of titles, guaranteed safety of transactions, unparalleled convenience, and electronic gift certificates for worry-free gift giving. The two sites will significantly reduce the cost and shipping time for thousands of U.S. titles, thanks to a large supply of popular U.S. titles ready for immediate shipment from the U.K. and Germany.

Amazon.de is headquartered and has a distribution center in Regensburg, Germany, with editorial and marketing offices in Munich, Germany. The store initially features over 400,000 titles from German publishers, as well as fast and easy access to nearly 500,000 U.S. titles. Amazon.co.uk is headquartered and has a distribution center in Slough, England. The store carries a complete catalog of over 1.2 million titles from U.K. publishers, along with fast and easy access to over 200,000 U.S. titles. Each store offers speedy delivery and an array of personalization features to better serve book buyers, including instant recommendations.

You can find these sites at www.amazon.de and www.amazon.co.uk.

Amazon.com Acquisitions of PlanetAll and Junglee

In August Amazon.com acquired two companies:

PlanetAll and Junglee. PlanetAll provides a unique Web-based address book, calendar, and reminder service. Junglee is the leading provider of advanced Web-based virtual database (VDB) technology that can help shoppers find and discover products on the Internet. Together, these acquisitions are intended to speed Amazon.com's enhancement of the e-commerce experience for its customers.

Amazon.com acquired 100 percent of Junglee and PlanetAll in exchange for equity having an aggregate value of approximately \$280 million. The PlanetAll acquisition was accounted for as a pooling-of-interests and, as a result, Amazon.com's financial statements have been restated for all periods presented. The Junglee acquisition was accounted for under the purchase method of accounting, with substantially all of the approximately \$180 million purchase price allocated to goodwill and other purchased intangibles. The goodwill and other purchased intangible assets will be amortized on a straight-line basis over lives averaging approximately 3 years.

Growing Associate Relationships

In early September Amazon.com augmented its growing list of Associate relationships when it announced one of the most extensive global merchant programs on the Internet, featuring Amazon.com as the premier book merchant throughout many of Yahoo!'s World sites. Amazon.com Associates now number more than 140,000. Web-site operators continue to prefer Amazon.com for the powerful benefits they receive from Amazon.com's leading traffic, content, customer experience, brand, service, and cross-product capabilities.

About Amazon.com, Inc.

Amazon.com, Inc., Earth's biggest book and music store, opened its virtual doors on the World Wide Web in July 1995. Today, the Amazon.com store offers more than 3 million books, CDs, audiobooks, DVDs, computer games, and other titles, plus easy-to-use search-and-locate features, secure credit-card payment, personalized recommendations, streamlined ordering through 1-Click(SM) technology, and direct shipping. In addition to its U.S.-based bookstore, www.amazon.com, Amazon.com operates two European bookstore Web sites: www.amazon.co.uk in the United Kingdom and www.amazon.de in Germany. Amazon.com also operates PlanetAll

(www.planetall.com), a Web-based address book, calendar, and reminder service, and the Internet Movie Database (www.imdb.com), the Web's comprehensive and authoritative source of information on more than 150,000 movies and entertainment programs and 500,000 cast and crew members dating from the birth of film in 1892 to the present.

This announcement contains forward-looking statements that involve risks and uncertainties that include, among others, Amazon.com's limited operating history, anticipated losses, the unpredictability of its future revenues, competition, risks associated with system development and operation risks, management of potential growth, and risks of new business areas, international expansion, business combinations, and strategic alliances. More information about factors that potentially could affect Amazon.com's financial results is included in Amazon.com's filings with the Securities and Exchange Commission, including its Annual Report on Form 10-K for the year ended December 31, 1997, as amended by the Form 8-K filed September 11, 1998 and quarterly reports on Form 10-Q for the quarters ended March 31, 1998 and June 30, 1998.

Note on Financial Presentation

GAAP financial results are prepared in accordance with generally accepted accounting principles. All of the charges associated with Amazon.com's merger and acquisition activities have been included in the single-income-statement line item titled "merger- and acquisition-related costs" in order to enhance the informational value of the financials and to present the most comparable classifications in the other line items. Among items included in merger- and acquisition-related costs are one-time merger-related costs and purchase-price elements, including amortization of goodwill and other purchased intangibles. Pro forma financial results exclude these merger- and acquisition-related costs.

NOTE: Amazon.com, Earth's Biggest Bookstore, and 1-Click are either registered trademarks or trademarks of Amazon.com, Inc. All other names mentioned herein may be trademarks of their respective owners.

AMAZON.COM, INC.

Consolidated Statements of Operations

(in thousands, except per share amounts)

Quarter Ended	Nine Months Ended			
Sept. 30,	Sept. 30,			
1998	1997	1998	1997	
(Unaudited)		(Unaudited)		
Net sales		\$153,698	\$37,887	\$357,103 \$81,747
Cost of sales		118,823	30,717	276,679 65,842
Gross profit		34,875	7,170	80,424 15,905
Operating expenses:				
Marketing and sales		37,517	11,516	84,522 23,596
Product development		13,374	3,998	29,526 8,650
General and administrative		4,978	1,972	10,342 4,930
Merger and acquisition related costs		20,512	--	25,925 --
Total operating expenses		76,381	17,486	150,315 37,176
Loss from operations		(41,506)	(10,316)	(69,891)

(21,271)

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? t s6/7/5

6/7/5 (Item 1 from file: 476)

Financial Times Fulltext

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0009581424 B0IKEAGAE5FT

DIGITAL BUSINESS: Consumer profiles made to measure: Some companies are using the digital revolution to create an interactive relationship with their customers. John Willman investigates

JOHN WILLMAN

Financial Times , London Edition 1 ED , P 16

Thursday , November 5, 1998

TEXT:

For decades companies have collected information on consumers to focus their marketing and help them devise new products. The digital revolution makes it possible to do this on a scale that is changing radically the relationship between businesses and their customers.

Immense amounts of data are already being collected and processed to increase understanding of customers' spending patterns and preferences. But that leaves the nature of the relationship with the consumer essentially unchanged, with the producer struggling ever harder to learn more about the passive consumer.

A handful of companies are using the information-handling potential of the digital revolution to create an interactive relationship which allows customers to tell producers what they really want. In this two-way exchange, there is the opportunity to learn much more about each customer and offer a range of truly personalised goods and services more likely to succeed in the market.

"Interactivity allows the consumer to shape the product and the supplier to learn from the consumer," says Anthony Freeling of McKinsey, the business consultants.

The most successful web sites in developing this interactive exchange are almost all start-ups rather than established consumer groups or retailers. They include: Amazon, the online bookshop; CDnow, which sells music albums; and Expedia, a travel agency owned by Microsoft.

They use the ability to converse online with the consumer to build up customer profiles based on their past purchases and preferences. A customer who buys books from Amazon will be sent suggestions of other books likely to be of interest, based on what customers with similar tastes are buying. And buyers are invited to submit

reviews and comments which may attract like-minded people to make similar purchases.

CDnow invites visitors to its web site to look at selections of albums and say whether they already own them, want to buy them or do not like them. The site quickly refines the selection offered in the light of the answers, so a child of the 1960s is more likely to be offered Beatles CDs than an album by The Prodigy.

Such approaches enable companies to "narrow-cast" to their consumers, processing as much data as they can collect about them to offer the products and services they are most likely to buy. That pays off in terms of repeat business which supplies more than 60 per cent of Amazon's sales, helping boost them threefold over the past year.

And just as companies operating offline seek to stretch their brands into new product areas, so the new generation of online companies are doing the same. Amazon, for example, moved into CDs and videos in June and already claims to be the largest online retailer in music sales. In August it bought PlanetAll, a web-based address book, calendar and reminder service, and Jungle, a web site which helps consumers find the cheapest products on the world wide web. And it has reserved domain names which suggest it is looking at digital tele-vision.

Conventional retailers such as supermarket chains are also able to use the digital revolution to sharpen their marketing. They already collect large amounts of sales data from electronic point-of-sale (Epos) systems which itemise individual purchases and the time and date of shopping. The information is valuable in helping supermarkets decide what products to sell, when to sell them and what combinations in the layout of the store maximise sales.

Increasing processing power and new software allows this sales data to be linked to credit card or loyalty card records to analyse the spending of individual customers. Retailers can then tailor promotions to persuade their customers to spend more in the store and try new products.

"This gets away from the 'spray and pray' approach which sends money-off coupons for nappies to middle-aged customers," says Richard Taylor, e-business consultant for IBM, the information technology group.

The growth of home shopping offers opportunities for a more interactive relationship with consumer, using the same techniques as the online retailers. Customers placing their orders by telephone or over the internet can be prompted to try new products or go for special offers. They can be offered partly prepared meals or recipes linked to ready-bundled ingredients to save preparation time. And there are opportunities to devise online services such as calorie-counting or menu-planning.

"You can use point-of-sale data to segment customers along demographic or lifestyle lines, or to analyse purchasing occasions," says Mr Freeling at McKinsey. "But if you can ask consumers a few questions each, you can really adapt your offering to their needs."

Where does this leave the manufacturers of the goods and services sold online and offline? Many have long been concerned that the possession of detailed sales information gives retailers undue power in the supply chain. The supermarkets can use this data to promote their own-label products and undermine the value of branded products established over the years by expensive marketing campaigns.

Companies such as Unilever and Procter & Gamble have been quietly building their own databases of names and addresses so they can communicate directly with their customers. For many years, the only way they could do this was by collecting the data from special-offer coupons or by offering after-sales service on items such as household appliances and cars. The growth of the internet now offers an alternative way for the producers to reach their consumers - one they are keen to exploit.

In some cases, they can cut the retailer out of the supply chain altogether, particularly with "big ticket" items such as personal computers where the expense of home delivery is small in comparison with the price. Dell, the US group which has specialised in making PCs to customers' exact specifications, has a web site which allows customers to assemble their own PC from options offered online (see below).

It is harder to bypass the retailer with lower-priced consumer packaged goods such as food and paper products, since the cost of home delivery would be prohibitive in comparison with the price of the products. But there has been a proliferation of online activity by the consumer goods manufacturers in the form of web sites for their brands and other internet promotions.

At the very least, this helps them add more names and addresses to their customer databases. But they also hope to create or reinforce loyalty to their brands as a counterweight to the power of the retailers.

In some cases, these web sites are targeted at traditional customer groups - for example, Procter & Gamble's Always site which promotes its sanitary protection products by offering information of interest to young women.

Others are used to approach new groups, particularly younger consumers who are more likely to be using the internet: Scholler, a German food company, has a dating service on its web site.

Thus the digital revolution offers opportunities to existing businesses and new ones, to producers as well as retailers. For each, the aim is to become like the gentlemen's outfitter who keeps customers' measurements for making future suits: the possession of detailed information about consumers makes it easier for companies to market their goods and services.

"It is a key competitive advantage for companies to know consumers' histories and be able to approach them sympathetically," says Mr Taylor at IBM.

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? t s6/k/4

6/K/4 (Item 1 from file: 275)

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...the acquisition.

* In April, Lycos acquired a minority equity interest in Sage, Inc., owner of PlanetAll, a company that offers unique contact management technology and services. In August, this interest was acquired by Amazon.com at a premium of over five times Lycos' initial investment.

* In April, the Company acquired...video games. Lycos Games offers users unique opportunities to participate in automated tournaments, receive and review detailed player ratings, chat and send instant messages to other players.

International Expansion

* Lycos partnered...

...794,743

The financial statements exclude merger and acquisition related expenses, including the amortization of purchased intangible assets and other non-recurring costs. They do not purport to be financial statements...

19980824

? ds

Set Items Description

S1 60333282 S PD<19981119

S2 1831 S PLANETALL

S3 360873 S AMAZON OR AMAZON.COM OR AMAZON(W)COM

S4 298 S S1 AND S2 AND S3

S5 8 S S4 AND (CIRCLE)

S6 35 S S4 AND (REVIEW OR REVIEWS OR REVIEWED OR REVIEWING) AND (PURCHASE OR PURCHASES OR PURCHASED OR PURCHASING)

S7 25 S S6 AND (SHARE OR SHARES OR SHARING OR SHARED OR ACCESS OR ACCESSES OR ACCESSED OR ACCESSING)

S8 24 S S7 AND (FRIEND OR FRIENDS OR FAMILY OR RELATIVE OR RELATIVES OR ASSOCIATE OR ASSOCIATES OR EMPLOYEE OR EMPLOYEES OR STAFF OR MEMBER OR MEMBERS)

? s s1 and s2

Processing

60333282 S1

1831 S2

S9 684 S S1 AND S2

? s s9 and (book or books or movie or movies or video or videos or music or song or songs)

Processing

Processing

684 S9

7027838 BOOK

4609531 BOOKS

2282345 MOVIE
1336794 MOVIES
6452329 VIDEO
658730 VIDEOS
4939722 MUSIC

1213646 SONG
993219 SONGS

S10 362 S S9 AND (BOOK OR BOOKS OR MOVIE OR MOVIES OR VIDEO OR VIDEOS OR MUSIC OR SONG OR SONGS)

? s s10 and (share or shares or sharing or shared or access or accesses or accessed or accessing)

Processing

362 S10
16502727 SHARE
11298833 SHARES
2066677 SHARING
2242105 SHARED
11985244 ACCESS
131382 ACCESSES
1241527 ACCESSED
524550 ACCESSING

S11 258 S S10 AND (SHARE OR SHARES OR SHARING OR SHARED OR ACCESS OR ACCESSES OR ACCESSED OR ACCESSING)

? s s11 and (friend or friends or family or circle)

Processing

258 S11
2746645 FRIEND
4361943 FRIENDS
12056748 FAMILY
1393766 CIRCLE

S12 106 S S11 AND (FRIEND OR FRIENDS OR FAMILY OR CIRCLE)

? rd

>>>W: Duplicate detection is not supported for File 348.

Duplicate detection is not supported for File 349.

Duplicate detection is not supported for File 347.

Records from unsupported files will be retained in the RD set.

S13 58 RD (UNIQUE ITEMS)

? t s13/free/all

>>>W: "FREE" is not a valid format name in file(s): 347-349

13/8/1 (Item 1 from file: 15)

ABI/Inform(R)

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01728042 03-79032

USE FORMAT 7 OR 9 FOR FULL TEXT

Electronic Commerce comes of age

Word Count: 3306 Length: 7 Pages

Nov/Dec 1998

Geographic Names: US

Descriptors: Electronic commerce; Trends; Strategic planning; Manycompanies; Electronic data interchange;

Technological planning

Classification Codes: 9190 (CN=United States); 5250 (CN=Telecommunications systems); 2310 (CN=Planning)

13/8/2 (Item 2 from file: 15)

ABI/Inform(R)

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01654847 03-05837

USE FORMAT 7 OR 9 FOR FULL TEXT

Work smart: The latest productivity software is moving closer to the Internet

Word Count: 1661 Length: 11 Pages

Summer 1998

Geographic Names: US

Descriptors: Software reviews; Web browser; Internet; Trends; Manyproducts

Classification Codes: 9190 (CN=United States); 9120 (CN=Product specific); 5240 (CN=Software & systems)

13/8/3 (Item 1 from file: 9)

Business & Industry(R)

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01609581 Supplier Number: 24345774 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Amazon.com Stock Up On E-Commerce Buys

August 04, 1998

Word Count: 408

Company Names: AMAZON COM INC; JUNGLEE CORP; PLANETALL

Industry Names: Information industry; Online services

Product Names: On-line service providers (737500)

Concept Terms: All company; Mergers, acquisitions & divestitures

Geographic Names: North America (NOAX); United States (USA)

13/8/4 (Item 1 from file: 810)

Business Wire

(c) 1999 Business Wire . All rights reserved.

0893379 BW1437

Business Wire Recap

August 12, 1998

Byline: Editors

Word Count: 3391

13/8/5 (Item 2 from file: 810)

Business Wire

(c) 1999 Business Wire . All rights reserved.

0892989 BW1135

PLANETALL : PlanetAll Names SportsLine USA Executive Kenneth Dotson Senior Vice President of Marketing & Business Development

August 12, 1998

Byline: Business/Technology Editors

Word Count: 731

13/8/6 (Item 3 from file: 810)

Business Wire

(c) 1999 Business Wire . All rights reserved.

0889132 BW1143

CMG AMAZON.COM : CMG @Ventures II Announces Sale of PlanetAll to Amazon.com

August 04, 1998

Byline: Business Editors

Word Count: 807

13/8/7 (Item 4 from file: 810)

Business Wire

(c) 1999 Business Wire . All rights reserved.

0875074 BW1097

PUMA TECHNOLOGY : PlanetAll Partners With Puma Technology to Synchronize Web-Based Contact Management Service With Leading Mobile Devices and Desktop Applications

July 06, 1998

Byline: Business Editors/Technology Writers

Word Count: 1157

13/8/8 (Item 5 from file: 810)

Business Wire

(c) 1999 Business Wire . All rights reserved.

0852051 BW1388

LYCOS : Lycos Reports 158% Growth in Revenues; 20% Increase in Revenues from Previous Quarter
Deferred Revenues Grow 148% from Previous Quarter to over \$56 Million

May 14, 1998

Byline: Business/Technology Editors

Word Count: 1772

13/8/9 (Item 6 from file: 810)

Business Wire

(c) 1999 Business Wire . All rights reserved.

0833952 BW1031

PLANETALL : PlanetAll Inks Major Alliance With Lycos;

April 13, 1998

Byline: Business/Technology Editors

Word Count: 1010

13/8/10 (Item 7 from file: 810)

Business Wire

(c) 1999 Business Wire . All rights reserved.
0833940 BW1021

LYCOS : Lycos Launches the Ultimate Internet Start Page

April 13, 1998

Byline: Business/Technology Editors
Word Count: 795

13/8/11 (Item 8 from file: 810)
Business Wire
(c) 1999 Business Wire . All rights reserved.
0758723 BW1294

GRIT INTERNET BROADCASTING : Get Onboard Tour de GRIT With Mecklermedia, LinkExchange, Inc, Yahoo! Get Local, PlanetAll, Telos Systems and Microsoft Netshow

October 15, 1997

Byline: Business/Entertainment Editors & High Tech Writers
Word Count: 932

13/8/12 (Item 9 from file: 810)
Business Wire
(c) 1999 Business Wire . All rights reserved.
0733636 BW1254

CONDO PURCHASING GUIDE : Guide for Prospective California Condo Buyers now Available

August 11, 1997

Byline: Consumer/Real Estate Writers
Word Count: 419

13/8/13 (Item 10 from file: 810)
Business Wire
(c) 1999 Business Wire . All rights reserved.
0651400 BW0255

INTERNET WORLD EXHIBITORS : Fall Internet World '96 Exhibitor Previews -- PART FIVE OF FIVE -
REVISED

December 04, 1996

Byline: Business Editors/Computer Writers
Word Count: 3187

13/8/14 (Item 11 from file: 810)
Business Wire
(c) 1999 Business Wire . All rights reserved.
0650824 BW0220

INTERNET WRLD EXHIBITORS : Fall Internet World '96 Exhibitor Previews -- PART FIVE OF FIVE

December 03, 1996

Byline: Business Editors/Computer Writers
Word Count: 3067

13/8/15 (Item 12 from file: 810)
Business Wire
(c) 1999 Business Wire . All rights reserved.
0644726 BW0173

PLANETALL SAGE : PlanetAll plans to make a world of difference in busy lives; New interactive service keeps people connected, coordinated and clued-in

November 13, 1996

Byline: Business/Technology Editors
Word Count: 931

13/8/16 (Item 1 from file: 275)
Gale Group Computer DB(TM)
(c) 2008 The Gale Group. All rights reserved.
02197486 Supplier Number: 20912038 (Use Format 7 Or 9 For FULL TEXT)
Services and Resources.(Directory)

August , 1998
Word Count: 2045 Line Count: 00160
Descriptors: Internet/Web Site Directory
File Segment: CD File 275

13/8/17 (Item 2 from file: 275)
Gale Group Computer DB(TM)

(c) 2008 The Gale Group. All rights reserved.

02164820 Supplier Number: 20517601 (Use Format 7 Or 9 For FULL TEXT)

Internet Access: Lycos Launches the Ultimate Internet Start Page.(Lycos Personal Guide Web customization service) (Company Business and Marketing)

April 20 , 1998

Word Count: 752 Line Count: 00066

Company Names: Lycos Inc.--Services

Descriptors: Company Service Introduction

Product/Industry Names: 4811520 (Online Services)

SIC Codes: 4822 Telegraph & other communications

Ticker Symbols: LCOS

File Segment: CD File 275

13/8/18 (Item 3 from file: 275)

Gale Group Computer DB(TM)

(c) 2008 The Gale Group. All rights reserved.

02082499 Supplier Number: 19585715 (Use Format 7 Or 9 For FULL TEXT)

Find anything online. (Web searching) (includes related articles on finding old friends and searching for Jimmy Hoffa) (Internet/Web/Online Service Information)(Cover Story)

August , 1997

Word Count: 4715 Line Count: 00379

Special Features: table; illustration

Descriptors: Internet/Web Technology; Internet/Web Search Service

File Segment: CD File 275

13/8/19 (Item 1 from file: 624)

McGraw-Hill Publications

(c) 2008 McGraw-Hill Co. Inc. All rights reserved.

00973442

A VIRTUAL CONCIERGE AT YOUR SERVICE: Stuck in a
strange city? The Net can get you up to speed fast

November 16, 1998

WORD COUNT: 1,463

COMPANY NAMES: Atrieva Corp ; BOL ; CNN ; Excite Inc ; France Telecom ;
Infoseek Corp ; MasterCard International Inc ; Microsoft Corp ; National
Gallery ; New York Times ; Olsen & Associates Co ; Ovation ; New York
Times ; Visa International ; Visto Corp ; Washington Post ; Weather
Channel

13/8/20 (Item 1 from file: 621)
Gale Group New Prod.Annou.(R)
(c) 2008 The Gale Group. All rights reserved.
01687332 Supplier Number: 50220250 (USE FORMAT 7 FOR FULLTEXT)
Amazon.com Acquires Two Leading Internet Companies

August 4 , 1998
Word Count: 1157
Publisher Name: PR Newswire Association, Inc.
Company Names: *PlanetAll; Junglee Corp.; Amazon.com Inc.
Event Names: *160 (Asset sales & divestitures); 150 (Acquisitions & mergers)
Geographic Names: *1USA (United States)
Product Names: *4811525 (Online Search Services & Directories); 4811524 (Teleshopping Services)
Industry Names: BUS (Business, General); BUSN (Any type of business)
NAICS Codes: 51114 (Database and Directory Publishers); 514199 (All Other Information Services)

13/8/21 (Item 2 from file: 621)
Gale Group New Prod.Annou.(R)
(c) 2008 The Gale Group. All rights reserved.
01494900 Supplier Number: 47153752 (USE FORMAT 7 FOR FULLTEXT)
PlanetAll Validates Six Degrees of Separation Theory

Feb 24 , 1997
Word Count: 409
Publisher Name: PR Newswire Association, Inc.
Company Names: *PlanetAll
Event Names: *366 (Services introduction)
Geographic Names: *1USA (United States)
Product Names: *7372681 (Internet Access Software)
Industry Names: BUS (Business, General); BUSN (Any type of business)
NAICS Codes: 51121 (Software Publishers)

13/8/22 (Item 3 from file: 621)
Gale Group New Prod.Annou.(R)
(c) 2008 The Gale Group. All rights reserved.
01453557 Supplier Number: 46888943 (USE FORMAT 7 FOR FULLTEXT)
PlanetAll Plans to Make a World of Difference in Busy Lives

Nov 13 , 1996
Word Count: 969
Publisher Name: PR Newswire Association, Inc.
Company Names: *SAGE Enterprises

Event Names: *360 (Services information)
Geographic Names: *1USA (United States)
Product Names: *4811500 (Specialized Telecommunication Services)
Industry Names: BUS (Business, General); BUSN (Any type of business)
NAICS Codes: 51331 (Wired Telecommunications Carriers)

13/8/23 (Item 1 from file: 636)
Gale Group Newsletter DB(TM)
(c) 2008 The Gale Group. All rights reserved.
03936234 Supplier Number: 50214190 (USE FORMAT 7 FOR FULLTEXT)

***Amazon.com Stock Up On E-Commerce Buys 08/04/98
August 4 , 1998
Word Count: 449
Publisher Name: Newsbytes News Network
Company Names: *Amazon.com Inc.
Event Names: *650 (Sales & consumption)
Geographic Names: *1USA (United States)
Product Names: *5961000 (Mail Order Houses)
Industry Names: BUSN (Any type of business); CMPT (Computers and Office Automation); TELC
(Telecommunications)
NAICS Codes: 45411 (Electronic Shopping and Mail-Order Houses)

13/8/24 (Item 2 from file: 636)
Gale Group Newsletter DB(TM)
(c) 2008 The Gale Group. All rights reserved.
03867161 Supplier Number: 48434817 (USE FORMAT 7 FOR FULLTEXT)

Internet Access: Lycos Launches the Ultimate Internet Start Page
April 20 , 1998
Word Count: 709
Publisher Name: EDGE Publishing
Company Names: *Lycos Inc.
Event Names: *366 (Services introduction)
Geographic Names: *1USA (United States)
Product Names: *7372000 (Computer Software)
Industry Names: BUSN (Any type of business); CMPT (Computers and Office Automation); TELC
(Telecommunications)
NAICS Codes: 51121 (Software Publishers)
Ticker Symbols: LCOS

13/8/25 (Item 3 from file: 636)

Gale Group Newsletter DB(TM)
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03808209 Supplier Number: 48261117 (USE FORMAT 7 FOR FULLTEXT)

Networking Sites Struggle to Survive
Feb 1 , 1998
Word Count: 1325
Publisher Name: Jupiter Communications
Company Names: *PlanetAll; SixDegrees
Event Names: *240 (Marketing procedures); 220 (Strategy & planning)
Geographic Names: *1USA (United States)
Product Names: *7375900 (Database Providers NEC)
Industry Names: BUSN (Any type of business); CMPT (Computers and Office Automation)
NAICS Codes:
514191 (On-Line Information Services)

13/8/26 (Item 4 from file: 636)
Gale Group Newsletter DB(TM)
(c) 2008 The Gale Group. All rights reserved.
03793607 Supplier Number: 48222689 (USE FORMAT 7 FOR FULLTEXT)

Newsbytes Daily Summary 01/12/98
Jan 12 , 1998
Word Count: 3152
Publisher Name: Newsbytes News Network
Industry Names: BUSN (Any type of business); CMPT (Computers and Office Automation); TELC
(Telecommunications)

13/8/27 (Item 5 from file: 636)
Gale Group Newsletter DB(TM)
(c) 2008 The Gale Group. All rights reserved.
03754539 Supplier Number: 48121535 (USE FORMAT 7 FOR FULLTEXT)

Newsbytes Daily Summary 11/13/97
Nov 13 , 1997
Word Count: 2629
Publisher Name: Newsbytes News Network
Industry Names: BUSN (Any type of business); CMPT (Computers and Office Automation); TELC
(Telecommunications)

13/8/28 (Item 6 from file: 636)
Gale Group Newsletter DB(TM)
(c) 2008 The Gale Group. All rights reserved.

03739625 Supplier Number: 48087328 (USE FORMAT 7 FOR FULLTEXT)

CYBERSITES BUILDS COMMUNITY, GETS FUNDS

Oct 31 , 1997

Word Count: 1241

Publisher Name: BRP Publications

Industry Names: BUSN (Any type of business); CMPT (Computers and Office Automation); PUBL (Publishing)

13/8/29 (Item 7 from file: 636)

Gale Group Newsletter DB(TM)

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03738194 Supplier Number: 48083749 (USE FORMAT 7 FOR FULLTEXT)

PLANETALL: PlanetAll and Harris Publishing announce agreement to enrich online communities for alumni

Oct 29 , 1997

Word Count: 821

Publisher Name: M2 Communications

Industry Names: BUSN (Any type of business); INTL (Business, International)

13/8/30 (Item 8 from file: 636)

Gale Group Newsletter DB(TM)

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03712318 Supplier Number: 48020320 (USE FORMAT 7 FOR FULLTEXT)

PLANETALL: PlanetAll Internet community personalizes the web with hot new features and a fresh look

Oct 1 , 1997

Word Count: 1413

Publisher Name: M2 Communications

Industry Names: BUSN (Any type of business); INTL (Business, International)

13/8/31 (Item 1 from file: 813)

PR Newswire

(c) 1999 PR Newswire Association Inc. All rights reserved.

1193300 NYCPR

PR Newswire High Technology Summary Monday, December 1, 1997

Date: December 1, 1997

Word Count: 1,552

Section Heading: TECHNOLOGY

13/8/32 (Item 2 from file: 813)

PR Newswire
(c) 1999 PR Newswire Association Inc. All rights reserved.
1175697 NETU022
PlanetAll and Harris Publishing Announce Agreement to Enrich Online Communities for Alumni

Date: October 28, 1997
Word Count: 785

Company Name: PLANETALL; BERNARD C. HARRIS PUBLISHING COMPANY INC.
Product: PUBLISHING, INFORMATION SERVICES (PUB); INTERNET, MULTIMEDIA, ONLINE (MLM)
Descriptors: NEW PRODUCTS & SERVICES (PDT)
State: MASSACHUSETTS (MA)
Section Heading: BUSINESS

13/8/33 (Item 3 from file: 813)
PR Newswire
(c) 1999 PR Newswire Association Inc. All rights reserved.
1170880 NYCPR
PR Newswire High Technology Summary Monday, October 20, 1997

Date: October 20, 1997
Word Count: 1,816
Section Heading: TECHNOLOGY

13/8/34 (Item 4 from file: 813)
PR Newswire
(c) 1999 PR Newswire Association Inc. All rights reserved.
1165747 NYCPR
PR Newswire High Technology Summary Thursday, October 9, 1997

Date: October 9, 1997
Word Count: 1,216
Section Heading: TECHNOLOGY

13/8/35 (Item 5 from file: 813)
PR Newswire
(c) 1999 PR Newswire Association Inc. All rights reserved.
1160053 NYTU019
PlanetAll Internet Community Personalizes The Web With Hot New Features And A Fresh Look

Date: September 30, 1997

Word Count: 1,390

Company Name: PLANETALL

Product: COMPUTER, ELECTRONICS (CPR); INTERNET, MULTIMEDIA, ONLINE (MLM)

Descriptors: NEW PRODUCTS & SERVICES (PDT)

State: MASSACHUSETTS (MA)

Section Heading: BUSINESS; TECHNOLOGY

13/8/36 (Item 1 from file: 16)

Gale Group PROMT(R)

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05747318 Supplier Number: 50230752 (USE FORMAT 7 FOR FULLTEXT)

AMAZON.COM ACQUIRES TWO LEADING INTERNET COMPANIES FOR STOCK WORTH \$280 MILLION

August 10 , 1998

Word Count: 384

Publisher Name: Millin Publishing

Company Names: *Junglee Corp.; PlanetAll; Amazon.com Inc.

Event Names: *160 (Asset sales & divestitures); 150 (Acquisitions & mergers)

Geographic Names: *1USA (United States)

Product Names: *7372660 (Computer Data Communications Software); 5961000 (Mail Order Houses)

Industry Names: BUSN (Any type of business); CMPT (Computers and Office Automation)

NAICS Codes: 51121 (Software Publishers); 45411 (Electronic Shopping and Mail-Order Houses)

Special Features: LOB; COMPANY

13/8/37 (Item 2 from file: 16)

Gale Group PROMT(R)

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05745591 Supplier Number: 50228030 (USE FORMAT 7 FOR FULLTEXT)

Planet Direct

Sept , 1998

Word Count: 573

Publisher Name: Ziff-Davis Publishing Company

Company Names: *Planet Direct

Event Names: *330 (Product information)

Geographic Names: *1USA (United States)

Product Names: *4811522 (Internet Access Providers)

Industry Names: BUSN (Any type of business); CMPT (Computers and Office Automation)

NAICS Codes: 51331 (Wired Telecommunications Carriers)

Special Features: COMPANY

13/8/38 (Item 3 from file: 16)

Gale Group PROMT(R)

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05418578 Supplier Number: 48219877 (USE FORMAT 7 FOR FULLTEXT)

PlanetAll seeks a niche for networking services

Jan 12 , 1998

Word Count: 768

Publisher Name: Crain Communications, Inc.

Company Names: *PlanetAll

Event Names: *240 (Marketing procedures)

Geographic Names: *1USA (United States)

Product Names: *4811520 (Online Services)

Industry Names: ADV (Advertising, Marketing and Public Relations); BUSN (Any type of business)

NAICS Codes: 514191 (On-Line Information Services)

Special Features: COMPANY

Advertising Codes: 55 Company Planning/Goals; 66 New Media

13/8/39 (Item 1 from file: 148)

Gale Group Trade & Industry DB

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11579964 Supplier Number: 20342065 (USE FORMAT 7 OR 9 FOR FULL TEXT)

25 hot websites: we've scoured cyberspace so you won't have to. Here's our list of 'must stops' to make the next time you're traveling the Net.(includes related articles)(Directory)

March , 1998

Word Count: 3184 Line Count: 00252

Special Features: illustration; photograph

Industry Codes/Names: BUS Business, General; BUSN Any type of business

Descriptors: African Americans--Information services; Job hunting--Information services; Personal finance--

Information services; Travel industry--Information services; Children--Information services; Web sites--Directories

File Segment: MI File 47

13/8/40 (Item 2 from file: 148)

Gale Group Trade & Industry DB

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10717140 Supplier Number: 53478059 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Electronic commerce comes of age.(includes related article on use of electronic data interchange)

Nov-Dec , 1998

Word Count: 4560 Line Count: 00361

Special Features: illustration; 0

Industry Codes/Names: BUS Business, General; BUSN Any type of business
Descriptors: Electronic commerce--Management; Business--Automation
File Segment: MC File 75

13/8/41 (Item 3 from file: 148)
Gale Group Trade & Industry DB
(c)2008 The Gale Group. All rights reserved.
10404550 Supplier Number: 21029400 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Amazon Buys Two Internet Companies. (PlanetAll and Junglee Corp.)(Brief Article)

August 10 , 1998
Word Count: 244 Line Count: 00022
Company Names: Amazon.com Inc.--Acquisitions, mergers, divestments; PlanetAll-- Acquisitions, mergers, divestments; Junglee Corp.--Acquisitions, mergers, divestments
Industry Codes/Names: BUSN Any type of business; PUBL Publishing
Descriptors: Booksellers--Acquisitions, mergers, divestments; Computer software industry --Acquisitions, mergers, divestments
Product/Industry Names: 7372420 (Database Software); 5942000 (Book Stores); 4811500 (Specialized Telecommunication Services)
Product/Industry Names: 7372 Prepackaged software; 5942 Book stores; 4822 Telegraph & other communications
File Segment: MI File 47

13/8/42 (Item 4 from file: 148)
Gale Group Trade & Industry DB
(c)2008 The Gale Group. All rights reserved.
09442508 Supplier Number: 19340377 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The best free stuff online. (includes related articles on coming micro cash transactions, the top shareware and freeware, and free Internet activities) (Internet/Web/Online Service Information)(Cover Story)

May , 1997
Word Count: 6116 Line Count: 00484

Special Features: illustration; other
Industry Codes/Names: BUS Business, General; CMPT Computers and Office Automation
Descriptors: Internet--Information services; World Wide Web--Information services
Product/Industry Names: 4822 Telegraph & other communications
File Segment: CD File 275

13/8/43 (Item 5 from file: 148)
Gale Group Trade & Industry DB
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09366723 Supplier Number: 19203323 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Day tripping to Internet World. (Fall 1996 trade show)

Feb , 1997

Word Count: 9526 Line Count: 00813

Special Features: illustration; photograph; table

Industry Codes/Names: LIB Library and Information Science; BUSN Any type of business

Descriptors: Internet--Information services; Computer software industry--Products

Product/Industry Names: 4811520 (Online Services)

Product/Industry Names: 4822 Telegraph & other communications

File Segment: TI File 148

13/8/44 (Item 1 from file: 20)

Dialog Global Reporter

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03433373 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Where wired is a way of life

Section Title: Business

November 09, 1998

Word Count: 3551

Descriptors: Research & Development; Company News

Country Names/Codes: United Kingdom (GB)

Regions: Europe; European Union; Western Europe

SIC Codes/Descriptions: 4911 (Electric Services)

13/8/45 (Item 2 from file: 20)

Dialog Global Reporter

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02953198

The Password and Talk City Announce Chat And Content Exchange; Partnership Involves Integration of Services To End Users

September 28, 1998

Word Count: 946

Company Names: Intel Corp; Microsoft Corp; BBN Corp; Compaq Computer Corp; CMG Information Services Inc

Descriptors: Divestments; Capital--Expenditure; Brokers--Recommendations; Technological--Developments;

Marketing; Facilities; Joint--Ventures

SIC Codes/Descriptions: 4822 (TelegraphandOther Communications); 3661 (TelephoneandTelegraph Apparatus);

7372 (Prepackaged Software); 2731 (Book Publishing); 1521 (Single-Family Housing Construction); 8231

(Libraries); 7375 (Information Retrieval Services)

13/8/46 (Item 3 from file: 20)
Dialog Global Reporter
(c) 2008 Dialog. All rights reserved.
02515665 (USE FORMAT 7 OR 9 FOR FULLTEXT)
ONLINE: Going Shopping.Com

Amazon.com spreads its wings on the Web

Section Title: Business
August 17, 1998
Word Count: 560
Company Names: Amazon.com Inc
Descriptors: Chairmen
Country Names/Codes: United States of America (US)
Regions: Americas; North America
SIC Codes/Descriptions: 7375 (Information Retrieval Services)

13/8/47 (Item 4 from file: 20)
Dialog Global Reporter
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02458082 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Amazon.com Purchases Two Internet Firms to Become Online Shopping Spot

August 09, 1998
Word Count: 869
Company Names: Amazon.com Inc
Descriptors: Acquisitions Mergers & Takeovers
Country Names/Codes: United States of America (US)
Regions: North America; Americas
SIC Codes/Descriptions: 7375 (Information Retrieval Services)

13/8/48 (Item 5 from file: 20)
Dialog Global Reporter
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02421965 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Amazon.com Buys Boston, Sunnyvale, Calif., Internet Firms

August 05, 1998
Word Count: 900
Company Names: Amazon.com Inc
Descriptors: Acquisitions Mergers & Takeovers
Country Names/Codes: United States of America (US)
Regions: Americas; North America

SIC Codes/Descriptions: 7375 (Information Retrieval Services)

13/8/49 (Item 6 from file: 20)

Dialog Global Reporter

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02419576 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Amazon.com Stock Up On E-Commerce Buys

August 04, 1998

Word Count: 388

Company Names: Amazon.com Inc

Descriptors: Equities Prices

Country Names/Codes: United States of America (US)

Regions: North America; Americas

Province/State: Washington

SIC Codes/Descriptions: 7375 (Information Retrieval Services)

13/8/50 (Item 7 from file: 20)

Dialog Global Reporter

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02415973 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Seattle-Based Online Retailer Amazon.com Acquires Two Internet Services

August 04, 1998

Word Count: 313

Company Names: Amazon.com Inc

Descriptors: Acquisitions Mergers & Takeovers

Country Names/Codes: United States of America (US)

Regions: Americas; North America

Province/State: Washington

SIC Codes/Descriptions: 7375 (Information Retrieval Services)

13/8/51 (Item 1 from file: 635)

Business Dateline(R)

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0972192 99-34984

Amazon.com grace: Deal made at St. Peter's gate

Publication Date: 980805

Word Count: 887

Dateline: Cambridge, MA, US, New England

Company Names: PlanetAll, Cambridge, MA, US, SIC:7375,

Amazon-com Inc, Seattle, WA, US, SIC:5942,

Classification Codes: 8302 (Software and computer services); 2330 (Acquisitions & mergers)
Descriptors: Online information services; Acquisitions & mergers; Web sites
Special Feature: Photo

13/8/52 (Item 2 from file: 635)

Business Dateline(R)

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0971301 99-34093

AMAZON ACQUIRES 2 INTERNET SERVICES

Publication Date: 980804

Word Count: 239

Dateline: Seattle, WA, US, Pacific

Company Names: Amazon-com Inc, Seattle, WA, US, SIC:5942,

PlanetAll, Cambridge, MA, US, SIC:7375,

Junglee Corp, Sunnyvale, CA, US, SIC:7372,

Classification Codes: 8390 (Retailing industry); 8302 (Software and computer services); 2330 (Acquisitions & mergers)

Descriptors: Bookstores; Electronic commerce; Acquisitions & mergers

13/8/53 (Item 3 from file: 635)

Business Dateline(R)

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0971085 99-33877

Amazon.com plans to buy Cambridge firm

Publication Date: 980805

Word Count: 468

Dateline: Cambridge, MA, US, New England

Company Names: Amazon-com Inc, Seattle, WA, US, SIC:5942,

PlanetAll, Cambridge, MA, US, SIC:7375,

Classification Codes: 8390 (Retailing industry); 2330 (Acquisitions & mergers)

Descriptors: Bookstores; Electronic commerce; Acquisitions & mergers

13/8/54 (Item 4 from file: 635)

Business Dateline(R)

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0971004 99-33796

Amazon To Purchase 2 Net Firms

Publication Date: 980805

Word Count: 464

Dateline: Sunnyvale, CA, US, Pacific

Company Names: Amazon-com Inc, Seattle, WA, US, SIC:5942,
PlanetAll, Cambridge, MA, US, SIC:7375,
Junglee Corp, Sunnyvale, CA, US, SIC:7372,
Classification Codes: 8390 (Retailing industry); 2330 (Acquisitions & mergers); 3400 (Investment analysis)
Descriptors: Bookstores; Electronic commerce; Web sites; Stock offerings; Acquisitions & mergers

13/8/55 (Item 1 from file: 631)
Boston Globe
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09717107

AMAZON.COM GRACE: DEAL MADE AT ST. PETER'S GATE PLANETALL, NESTLED IN
CAMBRIDGE CHURCH, IS BOUGHT FOR \$87M BY 'NET BOOKSELLER

WEDNESDAY, August 5, 1998
Word Count: 927

Descriptors: NAME-PLANETALL INC.; NAME-ROBERTSON; NAME-ADAMS

13/8/56 (Item 1 from file: 640)
San Francisco Chronicle
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09717097

AMAZON TO PURCHASE 2 NET FIRMS

WEDNESDAY, August 5, 1998
Word Count: 470

Descriptors: BUSINESS; MERGERS; BOOKSTORES; ONLINE SERVICES; AMAZON.COM; JUNGLEE;
PLANETALL

13/8/57 (Item 1 from file: 710)
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KEEP AN EYE ON THE KIDS;US HOTLINES

Wednesday, August 12, 1998
Word Count: 504

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Gale Group Magazine DB(TM)
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05234660 Supplier Number: 20173762 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Net communications. (Internet communications hardware and software) (Internet/Web/Online Service Information)(Buyers Guide)

Feb., 1998
Word Count: 1210 Line Count: 00102

Special Features: illustration; other
Descriptors: Communications software--Purchasing; Telecommunication systems--Purchasing; Internet--Equipment and supplies
Product/Industry Names: 7372682 (Internet Server Software); 3661250 (Data Communications Systems)
SIC Codes: 7372 Prepackaged software; 3661 Telephone and telegraph apparatus
File Segment: CD File 275

? t s13/7/55

13/7/55 (Item 1 from file: 631)
Boston Globe
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AMAZON.COM GRACE: DEAL MADE AT ST. PETER'S GATE PLANETALL, NESTLED IN
CAMBRIDGE CHURCH, IS BOUGHT FOR \$87M BY 'NET BOOKSELLER

Boston Globe (BG) - WEDNESDAY, August 5, 1998
By: Hiawatha Bray, Globe Staff
Edition: Third Section: Business Page: F1
Word Count: 927

Text:

Successful high-tech companies are supposed to start in somebody's garage. But when a team of entrepreneurs began an Internet business designed to bring people closer together, they settled on a more congenial site: the rented back office of St. Peter's Episcopal church in Cambridge.

Two years later, PlanetAll Inc. has been touched by an angel.

In a deal announced yesterday, the company will be acquired by the leading Internet bookseller, Amazon.com, for \$87.9 million in Amazon stock. Amazon also said yesterday it would spend \$176 million in stock to buy

Junglee Corp., a Sunnyvale, Calif., maker of software that helps consumers do their shopping on the Internet.

Amazon chief executive Jeff Bezos rejected suggestions that he's trying to turn his on-line store into an all-purpose "portal" site like Yahoo, which offers e-mail, news, and many other features. Instead, he said, Amazon is focusing on becoming the Internet's most important retail site. He hopes to use the PlanetAll technology to create a community of regular customers.

Wall Street approves of the strategy. Amazon stock closed up 1 5/8 at 109 7/8 on the Nasdaq stock exchange amid a sharp decline in stocks overall.

Privately held PlanetAll is a one of several major Internet sites devoted to the creation of on-line communities. The idea is to offer a place where people with similar interests and life experiences can easily find each other and stay in touch.

But chief executive Jim Savage says that PlanetAll is different from rival community-builders like Tripod and GeoCities. "Tripod and the Web communities are about people who don't know each other in the real world but share a common interest," said Savage. "What we focus on is people who know each other in the real world."

Bezos called the PlanetAll system "one of the most innovative things I've seen on line, period." He said that Amazon is eager to use PlanetAll's system to improve the on-line shopping experience for Amazon customers.

Presently, 1.5 million people have signed up for the free PlanetAll service. They're divided into 80,000 affinity groups, built around common experiences. Many members use the service to keep tabs on former college classmates or colleagues in previous jobs. Others join up to discuss hobbies and interests. Savage noted, "There's over 85 book clubs on PlanetAll."

Amazon will now have an inside track in efforts to market books, music recordings, and other products to these and other PlanetAll members. Already, a link to Amazon has appeared on the

PlanetAll home page.

But there's more to come. For instance, PlanetAll offers a service that automatically sends e-mail to members to remind them of a friend's birthday. These messages could soon contain a guide to possible gifts available through Amazon

.com.

"We literally have a whiteboard full of ideas that we're talking

about," said Savage.

The idea for PlanetAll came to co-founder Warren Adams not long after he graduated from Colgate University in 1988. He wished there was some way he could keep in touch with classmates. By the time he graduated from Harvard Business School in 1995, he knew there was a way -- the Internet. Adams teamed up with Brian Robertson, a Massachusetts Institute of Technology computer science graduate, to create PlanetAll in 1996.

PlanetAll members create a personal profile with as much personal information as he or she wants to reveal. PlanetAll pledges that none of the information will be sold to other firms or used for its own marketing purposes.

The member can then check out the thousands of PlanetAll affinity groups to find one or more suitable hangouts. Many fraternities and professional organizations have PlanetAll listings. For instance, a member of the National Society of Black Engineers can keep up with the activities of other members.

Another powerful feature of the site allows users to store their daily schedule information and their personal address book on PlanetAll. A user with a thousand names in his Rolodex can get access to this information anywhere in the world, as long as he has access to the Internet. The address book is compatible with many popular management software packages like Microsoft Outlook and can also receive data from 3Com's Palm Pilot personal information manager.

Obviously, the power of PlanetAll increases as more Internet users sign up for the service. Savage's dream is a world in which everyone on line has a PlanetAll membership. "This works a lot better if everybody's in it," Savage said. "You have to think big."

The Amazon deal means a big payday for a number of local individuals and firms. PlanetAll employees own 17 percent of the company. Another 25 percent belongs to CMG Information Services Inc. in Andover, a firm that holds investments in a number of leading Internet companies. An additional 10 percent of PlanetAll is owned by Lycos Inc., the popular Internet search service based in Waltham. CMG, in turn, owns 30 percent of Lycos, which yesterday agreed to buy Sunnyvale, Calif.-based GuestWorld for stock worth \$3.9 million. GuestWorld offers a "guestbook" service that lets people post their comments about Web sites.

Despite PlanetAll's new ownership, Adams, Robertson, and Savage will stay on to run the company. And don't expect to see PlanetAll head west to Amazon's headquarters of Seattle. The firm will keep on paying rent to the Episcopal church. No sense tempting Providence.

BRAY ;08/04

NIGRO ;08/05,07:13

PLANET05

Caption:
PHOTO

GLOBE STAFF FILE PHOTO / PlanetAll cofounders Brian Robertson (left) and Warren Adams will stay with the Cambridge firm after its Amazon.com deal is completed.

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13/7/46 (Item 3 from file: 20)

Dialog Global Reporter

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02515665 (THIS IS THE FULLTEXT)

ONLINE: Going Shopping.Com

Amazon.com spreads its wings on the Web

Section Title: Business

Compiler: Michael Meyer

NEWSWEEK INTERNATIONAL , p 48

August 17, 1998

AMAZON.COM TOUTS ITSELF AS "Earth's Biggest Bookstore." But its entrepreneurial founder Jeff Bezos harbors broader ambitions. "Jeff isn't about books. He's about buying and selling things," says friend and techno-guru Paul Saffo at the Institute for the Future in California. "He's going to become the Sears and Woolworth's of his age."

He's got a long way to go, of course. But Amazon.com has already staked out a big piece of some smaller action. Though it has yet to turn a profit, it's far and away the greatest commercial success in cyberspace. It's the only electronic retailer among the top 20 most popular sites on the Web in terms of daily "hits." With 3 million customers and sales that tripled to \$116 million last quarter, it has built itself into an acknowledged international brand in just three years. And Wall Street loves it, valuing Amazon around \$8 billion - compared with about \$3 billion each for its more established rivals, Barnes & Noble and Borders. Yet Amazon may just be getting started. It's already begun selling music CDs. Soon it will create an online video store. After that, it's likely to begin offering popular computer software, all at hefty discounts. The

goal: to build a virtual empire of electronic commerce.

Amazon added some big pieces to that empire last week, when it bought a pair of pioneering Internet companies. One, Junglee Corp. in Sunnyvale, Calif, bought for \$180 million, gives Amazon a sophisticated "search engine" that helps shoppers compare prices and order everything from clothes to computers to televisions via the Internet. The other - PlanetAll in Boston, bought for \$90 million - is an e-mail network popular with people who organize their lives online. Those 1.5 million Webheads are a natural market, not only for Amazon's books but for whatever else the company might sell online.

Bezos himself won't say much about his plans. "For competitive reasons," he explains. But he's plainly excited. PlanetAll, he says, is the most innovative use of the Internet he has ever seen - "a breakthrough in satisfying a very human need, the desire to keep in touch with friends." Subscribers use it as a sort of community bulletin board where they update addresses, post children's names and birthdates and important family news - and share that information with others. How might that translate into electronic commerce? Let's say PlanetAll alerts you to a friend's upcoming birthday, Bezos suggests. Amazon will know from its databank which sorts of books or music he likes. You then can choose a gift and ship it off with a few mouse clicks. No drive to the mall. No waiting at the post office. No rummaging around for a misplaced or out-of-date address.

Similar opportunities, says Bezos, "are both numerous and large." As Barnes & Noble and other competitors try to bulk up their own electronic sites, Amazon is pushing into new territory. Skeptics say it's branching out because those big, established booksellers are attacking its core business. And diversification has clear dangers. "It's a question of identity," says David Simons of Digital Video Investments in New York. "Amazon is known for its book and music business. Now it's going to become a shopping mall, too?" None of this seems to worry Bezos, however. "This is a big vision," he says, to be worked through carefully over "years and years."

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13/K/45 (Item 2 from file: 20)
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...to find, monitor, and publish Web content, will provide Talk City with chat guests and access to its content library. Talk City, the Internet's #1 community site, with an audience...

...Talk City site. The Password's personal publishing toolset, which allows users to build and share 'passWorlds,' their personal view of the Web, will be made available to Talk City users...

...to publish their passWorlds on both the Talk City and Password sites. The partners will share revenue generated by the joint venture. "A content and chat partnership between Talk City and...

...the leader in providing a venue where people can discuss those interests with others that share them. The mission of both companies is to focus and build community. The Password aggregates...

...passions and concerns; and a place to publish that point of view in order to share it, elaborate upon it, and find others who connect with it. The Password is a...

...has also signed a binding letter of agreement to sell its 25 percent stake in PlanetAll to Amazon.com, Inc. CMG also includes CMG Direct, SalesLink, InSolutions and On-Demand Solutions...

SIC Codes/Descriptions:

4822 (TelegraphandOther Communications); 3661 (TelephoneandTelegraph Apparatus); 7372 (Prepackaged Software); 2731 (Book Publishing); 1521 (Single-Family Housing Construction); 8231 (Libraries); 7375 (Information Retrieval Services)

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13/7/44 (Item 1 from file: 20)
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03433373 (THIS IS THE FULLTEXT)
Where wired is a way of life

Section Title: Business

These 10 towns have been energized by a surge of high-tech innovation. Each has thrived thanks to some unique combination of luck, location, brains and money

FROM THE CLIFF-TOP DECK OF their Austin pad, Web designers Jennifer and Dave Evans can peer down and see sunbathers file onto Lake Travis's nude beach, Hippie Hollow. The two moved here a decade ago from the North to operate their start-up, Digital Voodoo, in a combined home and office they designed themselves. With picnic weather 10 months a year, no state taxes and an artistic scene that's launched everyone from Janis Joplin to "Beavis & Butt-head" (creator Mike Judge lives in the area), they laugh at the idea of living anywhere else. OK, the heat in July is a bear and traffic is on the rise. Still, brags Dave triumphantly, "It's the Utopian workplace of the future."

Austin's high-tech seeds were planted in 1958, with the opening of the University of Texas's Computation Center (from which

billionsaire and local Big Man Michael Dell dropped out 26 years later). Soon IBM, Texas Instruments and Motorola established colonies. Austin Ventures, the region's largest venture-capital firm, and research

consortium M.C.C. hung their shingles in 1983; tech outfits started mushrooming along with the population. Today, 1,750 tech companies—including three billion-dollar semiconductor plants—employ about 10 percent of Austin's population of 1 million. And local analysts say those numbers will keep growing despite economic slides in Asia and Europe.

Even though the '90s have seen this Hill Country college town and Texas state capital turn into digerati central, this laid-back, liberal oasis that starred as the locale for "Slacker"—the Generation-X defining 1991 flick—still isn't for Gates-like grinds. Austin is young (10 percent of this town is still in college, after all) and wild. Late night is as likely to find the tech set rocking at Antone's and swinging at Speakeasy as toiling at the office. Sporting life is such an obsession that city buses come equipped with bike racks.

The merging of Austin's cultures of fun and technology has made the area a leader in entertainment software. A local firm, Digital Anvil, will make game-programming history in January with the premiere of the first CD-ROM game-to-film project. And when "Wing Commander" comes to the screen, people in this town just might have time to watch it.

FIVE-HUNDRED-YEAR-OLD BANGALORE has been a trading center for silk and sandalwood, as well as a retreat for Hindu kings and British colonialists. Situated on a cool plateau above the hot Indian plain, it was a serene place full of tree-lined streets, red-tiled bungalows, hundreds of temples and no history of the sectarian strife endemic to India.

The next 500 years in this city may be slightly more hectic. Since

local entrepreneurs and the American giant Texas Instruments discovered Bangalore in the early 1980s, the city has boomed. It's now home to 250 high-tech companies, including homegrown multinational software and networking giants Infosys and Wipro, with another hundred software firms on the outskirts of town. Glass-and-steel skyscrapers are being built, while cybercafes multiply. At the BAIT-the Beer Drinkers Association of Information Technology-Club, engineers and executives brainstorm over brews and golf. But amid all the modern bustle, much of Bangalore's old-fashioned way of life remains unchanged. A typical scene: outside the glittering new Prestige Opal building, home to units of Citibank and Hughes Aircraft, a man sells guavas from a rickety wooden pushcart. "The cyberculture coexists peacefully with the traditional Indian culture," says V. Narasimhan, an architect who has designed several of the new tech headquarters. "You find many high-tech professionals visiting temples, instead of pubs, after they finish work."

But there is a darker side to Bangalore's boom. Since 1981, the city's population has more than doubled, from 2.4 million to 5 million, while the number of vehicles has grown even faster, from fewer than 200,000 cars and scooters to 1.6 million.

Unregulated expansion has clogged the narrow roads and fouled the cool upland air, while doing little to alleviate poverty. The government is starting to take action. It is pushing unleaded gas and building overhead highways to handle traffic. And some companies are trying to spread the benefits of technology. Infosys gives used computers to schools and brings children into its offices to train them. Whatever Bangalore's problems, it is closely watched by the rest of India. For the many would-be Silicon Plateaus around the country, ancient Bangalore is the model for the next millennium.

BOSTON'S BEEN INTO BITS AND bytes for so long that it knows something those nouveau-tech towns don't: even cyberbooms can go bust. Bostonians remember how the 1980s "Massachusetts Miracle" turned into the Nightmare on Route 128 in the early 1990s. That was when local minicomputer giants like DEC, Wang and Data General came crashing down as their big machines were replaced by little PCs from out West. Now, thanks largely to sheer brain power-the area is, after all, home to 65 colleges and universities - Boston's tech prowess is back. "The way to judge this area is by its creativity," says David R. Lampe, author of two books about local high tech. "There are only a few areas in the world that generate entirely new industries like this one does." Notable cases in point: the Internet, brought to full fruition in the '70s by a Cambridge company called Bolt Beranek and Newman; and he business of PC software, born in 1979 with a spreadsheet program called VisiCalc.

Today, the area boasts about 3,600 high-tech companies, from national brands like Internet portal Lycos, in Waltham, to scores of tiny start-ups: companies like Op en Market (e-commerce software), Spotfire (data visualization for the pharmaceuticals industry) and Direct Hit (better Web searching). Locals attest to a lively cyberculture that includes intense deal-broker in over hash and waffles at Henrietta's Table in Harvard Square and packed networking parties all over town. And at least two Silicon Valley-style groups of angels-wealthy individuals who give seed money to new companies -have recently been organized.

ChannelWave, founded four years ago by two MIT undergrads in their

dorm rooms, typifies the new breed of start-up. The 22-person company designs software that lets manufacturers conduct daily business with resellers through the Web. Co-founder Ron Schmelzer's dream is to get bought--"cashed out and happy"--like PlanetAll, a nearby Web software maker acquired in August by Amazon.com for \$100 million. It would sound like wishful thinking coming from an unshaven 23-year-old in shorts and an old T shirt-- except ChannelWave just bagged \$1.75 million in venture capital.

THIS ROOM DATES FROM THE FOURTEEN- or fifteen-hundreds," says Sir Alec Broers, Cambridge University's vice chancellor, of his high ceilinged office. 'But that's not the way it is here--we're ready to do business.'

The former IBM Fellow isn't kidding. Cambridge, for 800 years a symbol of pure scientific thought, is now a down-and-dirty engine of high-tech industrial development. Broers dreams of transforming the entire eastern region of the United Kingdom into a digital hotbed. The master plan, hatched by officials of town and gown, is laid out in an optimistic document labeled "Cambridge 2020." It outlines a future where the town remains a tourist-packed beehive of chapels, halls and sprawling lawns -- surrounded by rings of industrial parks and chip plants.

In practice, there are some hurdles. Hermann Hauser, head of local power Amadeus Capital, concedes that British venture capital has traditionally been reluctant to gamble on high-tech start-ups. He hopes to change that.

Still, the area doesn't seem to have many Internet companies that begin with just a garage and a dream. While movers and shakers at the Six Bells tavern gossip about which company will next "float" (Brit for going public), the cyber wage slaves who drink at the funky Wrestler pub are less ambitious than their Silicon Valley brethren. "If you're moderately successful here," says programmer Bill Thompson, "you're happy with yourself."

Greed might yet prevail. The university's 1997 arrangement to start a research lab with Microsoft was a symbolic step into the big time. But not everyone wants to be there. People already grumble at traffic jams near start-up mills like St. John's Innovation Park, built on land owned by a college since 1534. "They say we can make Cambridgeshire into Silicon Valley, but it's a cruddy place to live!" says Internet businessman Peter Dawe. "If the quality of life in Cambridge goes lower, I'll leave."

TALK ABOUT WIRED. FINLAND, THE fourth largest country in Europe, has only 5 million inhabitants but nearly 2.5 million of them carry cell phones: 100 percent penetration is expected in the next 10 years. The land of lakes and saunas also boasts the highest number of Internet connections

--80 per 1,000 people--and it has one of the world's most advanced electronic banking systems.

Physical distance helped catalyze the country's high-tech culture. So did a recession. Back in the 1980s, Finland's major industry was paper and pulp. Helsinki-based Nokia, the country's largest company, was known more for its rubber boots than its tiny phones. But when the economy took a nose-dive in the early 1990s, Finland turned to high tech for salvation. The government decided to put 2.9 percent of the GDP into technology

research and development. Companies turned to international partners to start electronics ventures, and Nokia discovered a seemingly endless market for cell phones. Soon, people all over the world were annoying strangers in planes and restaurants, and Nokia was pulling in \$32 billion a year.

Nokia's phenomenal success fueled Finland's technological boom. As the company grew, it also invested in science parks at universities in places like Oulu. Those parks housed new businesses, which were funded by government venture-capital groups such as Tekes, part of the Ministry of Trade and Industry. This year, Tekes will invest \$400 million in high-tech start-ups.

The result of this synergy between big business, government and private investors has been a climate in which enterprising new companies can flourish. Linus Torvalds, the 28-year-old founder of Linux, has built a UNIX operating system good enough to give Bill Gates pause. The system is now supported by companies like Oracle and Netscape. "It was meant to be a one-person thing," says Torvalds of Linux. After his team grew into the dozens, then the hundreds, Torvalds says, "I started counting." Data Fellows, which makes data-encryption software in Helsinki and San Jose, California, is another success story. It was recently voted "best bootstrap" company by the Silicon Valley-based technology magazine Red Herring. Like many of the new tech businesses, Data Fellows has amazingly sound financials (Finland, the Only country to pay its World War II

reparations, is known for fiscal prudence). Says Data Fellows president Petri Laakkonen, "We've been growing 90 percent a year, and we're totally debt-free." How many Silicon Valley start-ups can say that?

TECHIE WORK HABITS ARE PAINFULLY familiar: the 20-hour day, the sleeping bag under the desk. You don't see much of that sort of thing in Salt Lake City, thanks in large part to the Mormon culture's emphasis on

family life. But there's another influence of the church that helps give this area its high-tech energy: the city ranks first in the nation in the proportion of households with personal computers-nearly 65 percent-partly because PCs are ideal for the genealogical record keeping important to Mormons.

Salt Lake has lured technophiles since the 1960s defense-industry buildup, which included giant contractors like Litton and

Thiokol and brought in \$1.7 billion worth of business in 1987. In 1969 the University of Utah became one of the country's first to link up to the Internet's predecessor.

A second tech wave came with the dramatic rise in computer software and services in the 1980s and 1990s. The key players, including local giants Novell and WordPerfect, ended up stumbling. But their travails in turn helped produce Salt Lake's third wave, a cascade of start-ups. Refugees from those big companies formed a great talent pool. And many plowed their severance packages into new companies: 2,120 at last count on the Wasatch Front, a 100-mile stretch along the mountains north and south of Salt Lake.

The hottest of those local start-ups is probably PowerQuest, a four-year-old data-storage software maker in nearby Orem. It has hired

almost half of its employees from either WordPerfect or Novell. "I am believer that it really is almost impossible for small entrepreneurs to survive unless big companies bleed a little," says its 41-year-old CEO, Eric Ruff. The spectacular surroundings don't hurt recruitment, either: the bike paths of the Wasatch foothill are 10 minutes from most offices, and it's only 25 minutes to a snow-covered peak.

If there's one sign that Salt Lake is still a bit sleepy, it's the sluggish supply of venture capital. There's not much of a network of wealthy angel investors, and the 10 percent tithe to the church cuts into available funds. But with growing interest from out-of-state investors, no one's losing sleep.

MICROSOFT FOUNDERS Bill Gates and Paul Allen could not have known they were altering the future of their boyhood home when they moved their nascent software company from Albuquerque to Seattle in 1979. But when Windows rode the PC revolution to dominance in the late '80s, Seattle's technology community exploded. Today, more than 2,500 software companies dot the city and suburban Kirkland, Bellevue and Redmond. Many were spun out of Microsoft. Or, like the online-commerce upstart Amazon.com, they chose to draw on the area's pool of tech talent. Much of the capital that fueled the growth has also come from Microsoft, as many of its millionaires act as "angel investors" for new companies.

The Microsoft-led boom has transformed almost every aspect of Seattle life-with the exception of the abundant annual rainfall. At night, tech workers stream into a once-sleepy downtown to ethnic restaurants like the Pan-Asian Wild Ginger, where you'll wait more than an hour on a weeknight (and that's with a reservation). On weekends, they go boating on the sound or point their SUVs toward Mount Rainier, two hours away.

Growth has also brought some unwelcome pressures. Traffic sometimes backs up from the sound's floating bridges all the way to Microsoft's campus in Redmond, eight miles away. And the region is now the fifth most expensive place to live in the country, according to a recent study. Residents worry that too much development will obliterate Seattle's quirky northwestern character. Says Washington University's Ed Lazowska: "We have a long tradition of hoping it rains when people visit."

THE CITY FAMOUS FOR ORDER, CONTROL and a ban on the sale of chewing gum seems an unlikely place or a high-tech hothouse. In fact, Singapore has prospered by embracing the corporate, rather than the creative. Twenty years ago, the government began a campaign to attract high-tech multinationals with tax incentives, a well-educated work-force and relentless efficiency (Singapore's engineers have managed to refine production technology to a sophisticated art). Today, offices for Hewlett-Packard, Motorola, Microsoft and dozens of other high-tech behemoths are scattered among gleaming office towers and orange-roofed Chinese shophouses. Engineers and marketing managers rollerblade along immaculate sidewalks, or zoom to the Boat Quay bar district in their BMW 3 series sports cars, the \$130,000 status symbol of the moment.

But as this newly affluent middle class sips Tiger Beer and nibbles crab claws, Singapore is facing a crisis. To continue growing, the city needs to do more than refine existing technology. It needs to develop new ones. Skeptics say the government's social and political controls have hindered this. While the Singapore One project, worth hundreds of millions of dollars, will connect every household, school and office to the Internet

by the end of the year, the government filters out Web sites it deems objectionable. Out-of-date teaching methods are also a problem—students learn by rote, with little opportunity for independent thinking. To change this, the city has begun pouring millions into a revamp of schools from the primary grades to college level.

Singapore's government has also tapped 42-year-old Sim Wong Hoo, one of the city's only major high-tech entrepreneurs, for advice. Sim is the founder of Creative Technology Ltd., which produces the audio card in about 60 percent of the world's personal computers. Instead of attending one of Singapore's top two universities, he graduated from a technical school. Now Sim, whose business is worth \$1.7 billion, suggests Singapore needs a "free environment" if it wants to promote entrepreneurialism and move from manufacturing to an information economy. Sim says it won't be as hard as people might think. "For a company to be successful, you can't live with all creative people," he says. "The conservativeness is a resource." If Singapore can nurture business people with a head for engineering and entrepreneurship, the venture capitalists can't be far behind.

WHEN PIERRE LAFITTE dreamed up the idea of a high-tech city in the hills above the French Riviera,

"Silicon Valley didn't exist," he says, and "the San Jose Valley was still the prune capital of California." Of course, he's exaggerating slightly, but the 73-year-old French senator is only being, well, French. As he first proposed it in *Le Monde* in 1960, his city would re-create the intellectual dynamism to be found in "the Cafe Procope, the Brasserie Balzar, bistros and bookstores" around the Left Bank schools and universities of Paris.

The cafe culture never quite caught on, but by the early 1970s, Laffitte's technological utopia—named Sophia-Antipolis—had taken off. Having already attracted a branch of the Ecole des Mines, Sophia soon lured the French Petroleum Institute and high-tech installations from Digital Equipment and Chase Manhattan. The proximity of Nice's international airport was a selling point. So was the food, the wine and the atmosphere.

But as Laffitte himself points out, it's not ambiance that fuels a high-tech city—it's seed money, venture capital, a hot stock exchange and generous options. All of those elements were either lacking, or looked upon with deep suspicion by French tax inspectors. So through the 1970s and '80s, Sophia continued to grow, but mainly with the arrival of big corporations. In the early 1990s, it looked like it might be dying. Digital let go 700 of its employees. Rhone Poulenc, after a long flirtation, decided not to build.

But Sophia-Antipolis hung on. Local and regional governments pumped in more money. The luxury of life on the Riviera continued to exert its charm. Those who lived and worked there saw Sophia as a paradigm for a new kind of business environment in Europe—multicultural, multilingual, open to input from all over the map, tolerant of new ideas and even of failures. It began to make the transition from huge, cumbersome companies to smaller and more imaginative ones. By 1997 there were 18,500 people working there in 1,100 firms, 280 of which were related to computer technology. Fifty-four were biotech, and most of the rest were electronic-marketing or service companies. As many as 80 percent had fewer than eight employees.

As is often the case in France, Sophia's future depends on Paris. Recent moves to tax stock options have cast a shadow over high tech. And

seed money is still scarce. But a handful of venture-capital companies have been built up in the last five years. Some of the firms they've funded in Sophia have found their way onto the "nouveau marche," France's would-be Nasdaq. What better place for a high-tech entrepreneur to enjoy his loot than on the Cote d'Azur?

MOST TECH CITIES BLOSSOM Under congenial circumstances -great surroundings, great universities. But the growth of Tel Aviv has been fueled at least in part by adversity.

Anti-Semitism in the former Soviet Union and antagonistic relations with Arab neighbors have given Israel an abundant supply of talented, trained workers. Massive immigration from Russia in the early '90s brought the country a flood of computer scientists with advanced theoretical knowledge. More important, cadres of young people trained in programming during mandatory stints in the Army refresh the labor supply every year.

The founders of CompuGen-whose Bioccelerator computer program matches DNA against a gene database to help discover new drugs - got their training working on missile systems for the Israeli Navy. Eli Mintz, the company's

33-year-old president, explains: "The Army gives you enough self-confidence ... that you're not afraid to go into business on your own.

Tel Aviv, the country's most expensive city, has become the whirring center of high-tech growth almost by default-it is the only Israeli metropolis that operates on the same 24-hour schedule as the tech industry. That's critical for many of the companies that choose it as home. If "you work 16 hours a day and you want to go out, you can find a place that's open," says Gil Schwed, 29, founder of Check Point Software Technologies, one of Israel's hottest companies.

The city's high-tech culture has an American gloss. Offices at Mirabilis, a company bought by America Online this June for \$287 million because it had developed an advanced e-mail system, are decked with "The X-Files" and "Seinfeld" posters. The programmers, average age 24, play basketball outside the office every Friday. And these whiz kids, like their counterparts worldwide, earn several times more than their lower-tech countrymen. This fast accumulation of wealth is a far cry from Israel's socialist traditions, but no one seems to be complaining, Says venture capitalist Yossi Sela: "

Sharing the wealth with stock options is the new socialism here."

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PlanetAll seeks a niche for networking services

WHEN JAMES SAVAGE heard about PlanetAll (www.planetall.com) - a community-based service that helps people stay in touch with business associates and friends - he was so intrigued that he left his VP-general manager position at ZDNet last...

...stay up to date with contact information is digitally,' Mr. Savage said. He also liked PlanetAll's universal appeal and utility. 'It hits at a personal and business level.'

Until now...

...how much it's raised from investors CMG Information Services, @rts @lliance and Sun Capital.

PlanetAll's revenue model is a mix of ad banners sold for \$30 per thousand impressions...

...ads placed on an area of the site with birthday reminders.

Other ad categories that PlanetAll is pursuing include telecommunications, scheduling software and gift companies, as well as online travel and related services for transaction-sharing.

Licensing the technology behind PlanetAll's services is another important revenue source. Services range from its Virtual Address Book, which is automatically updated when a friend changes his or her personal information, to Crossing Paths, which notifies members via e-mail when a business associate is in the area.

So far it has licensed Virtual Address Book to GeoCities, where the service is co-branded as GeoPlanet; and the Bernard C. Harris...

...Group, a leading publisher of alumni and professional directories. Harris is incorporating the Virtual Address Book into the 50 alumni sites it's building. Other distribution partners include Infoseek, WhoWhere? and MonsterBoard.

However, advertising on the site has been slow to develop. PlanetAll hired Perry Allison, VP of advertising and sponsorship sales from Digital Equipment Corp.'s AltaVista...

...I think their biggest stumbling block is that they rely on people to get their friends into the service,' said Mark Peabody, research analyst at Aberdeen Group, Boston.

Mr. Peabody advocates PlanetAll's strategy of licensing its technology to affinity groups and partnering with an Internet service provider or major browser.

'There are clearly sponsorship opportunities,' he added, noting that PlanetAll's database of contact information, which it shares with advertisers as aggregate data, is very attractive.

'I like PlanetAll because it focuses on so many things people are ignoring - real relationship building,' said Jerry...

...sites find a way to weave themselves into customers' daily lives - that's something that PlanetAll understands well.'

At the same time, Mr. Michalski can see why PlanetAll might be a harder advertising sell. 'They just don't fit into a category easily,' he said.

PlanetAll was founded in September 1996 by Brian Robertson, chief technology officer, and President Warren Adams...

...traveling and working overseas and wanted to find a way to stay in touch with friends. Prior to starting PlanetAll, Mr. Adams worked as a senior research associate at Greenwich Associates, while Mr. Robertson was...

...that his goal is to have registered users in the 'millions' by yearend and synchronize PlanetAll to work with the leading scheduling software on the market. 'We think the building blocks...

Company Names:
*PlanetAll

19980112

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13/7/35 (Item 5 from file: 813)

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PlanetAll Internet Community Personalizes The Web With Hot New Features And A Fresh Look

Date: September 30, 1997 09:06 EDT Word Count: 1,390

CAMBRIDGE, Mass.

, Sept. 30 /PRNewswire/ --PlanetAll, a free online community that offers members an innovative way to find and stay in touch with friends, colleagues and groups they care about, announced today a new interface and even more exciting features, making PlanetAll the most comprehensive, dynamic community on the Internet.

The new interface lays the groundwork for PlanetAll's continued

expansion of its wide range of services and functionality designed to help people make contact and stay in touch effortlessly. In the coming months, PlanetAll will introduce buddy lists and integrated phone access to the Virtual Address Book -- letting members instantly look up contacts even when they're not connected to the Internet.

"The Web is best used to build and maintain relationships," said Jerry Michalski, managing editor of EDventure Holdings' newsletter Release 1.0. "PlanetAll does a superb job of delivering a wide range of original and useful tools to help people stay in touch with one another. Scared of open chat rooms that anyone can drop into and disrupt? I can't blame you. PlanetAll helps you connect with people you know and their friends, too."

PlanetAll is a free, Web-based service that offers members a number of easy-to-use services, including a Virtual Address Book; ways to find and network with friends, colleagues and friends-of-friends; travel planning; event reminders and links to online gift shopping.

Other online communities offer only a small portion of what PlanetAll integrates into one fun, convenient site. Hundreds of thousands of members are using PlanetAll to build upon and renew their networks of friends and professional contacts -- and the membership continues to grow by the thousands every day.

"Since its creation less than a year ago, PlanetAll has rocked the Internet by shrinking it to 'person size' and creating Web content that's deeply important to PlanetAll members," said Warren Adams, president and co-founder of PlanetAll. "Our focus has always been on deep friendships, not Internet flash. Already we've received tremendous response about how well PlanetAll helps members re-establish and maintain contact with acquaintances and affinity groups. Now, PlanetAll's new features will make the site an even better daily resource for our members."

PlanetAll's New Look

PlanetAll's new interface is designed around a "People News" theme that makes it simple for members to quickly find the most recent news about their PlanetAll contacts, and easily reach out and communicate with them. In addition to a centralized, easy-to-use Navigation Tool Bar, PlanetAll now greets new members with a "People News" splash screen that provides members with a snapshot of recent contact news, exchanges, reminders, new or revised address book contacts and Crossing Paths notices (which let members find friends in other cities while traveling). The enhanced interface ensures that members can get the information they're interested in right away.

The new interface also enhances PlanetAll's popular services, including:

-- Virtual Address Book. PlanetAll's Virtual Address Book lets members establish electronic links to friends, then creates and automatically updates personal address books. The PlanetAll permission system allows members to control how much personal/professional information others can access. Now, new address tabs in the Navigation Tool Bar also let members quickly access a particular letter in their Virtual Address Book -- no matter where they are in PlanetAll. Members can also quickly create one-time or permanent email lists for sending information to select groups of friends, families or colleagues.

-- Instant Biography Updates. Members can post their biographies online and now automatically have them sent out to their PlanetAll contacts. These instant updates help members deliver news of changes in their lives -- a baby on the way, a new job, wedding plans -- quickly and efficiently. New biographies are also automatically stored in members' address books, enabling them to look at a contact's most recent biography at any time.

-- Expanded Travel Service. PlanetAll is now partnering with Worldview Systems Corporation to embed Outtahere, a joint venture of Worldview and Internet Travel Network, in the PlanetAll site. Outtahere, available immediately to PlanetAll members, provides travel planning and reservation capabilities, making travel planning as easy as clicking a button.

-- Groups, Group Messages, Group Levels and Details. PlanetAll members can create or join affinity groups important to them, from high school and college alma maters to company affiliations and other special interests. The new interface now lets members view the entire history of messages posted within the group. Members will be able to create and join subsections of larger groups -- letting members direct messages to a smaller constituency when appropriate.

-- Planning, Scheduling and Reminders. Via PlanetAll's Crossing

Paths feature, members can keep their travel schedules online and can be notified when friends will visit their area, or when they'll cross paths with friends while traveling. Reminders notify members of important dates and events such as birthdays, anniversaries, appointments or tasks. The new interface lets members easily view, schedule and update their reminders, calendar, travel plans and other time-bound actions from a single PlanetAll screen. Members will soon be able to schedule and invite other members to meetings using PlanetAll, which will automatically update and route acceptances and declines. This new functionality will offer members an easy, highly automated way to plan events.

-- Email Updates. PlanetAll's email updates pass along news of new contacts, changes to contact information, Reuters news headlines, horoscopes, birthdays, group messages and more. Members can also quickly create one-time or permanent email lists for sending information to select groups of friends, families or colleagues. PlanetAll will also soon offer email updates in HTML format, enabling members with HTML-supported email to view a new, richer message format.

-- Co-branding With Other Leading Internet Resources. PlanetAll adds even greater value to its members through a number of strategic partnerships with Web-based companies and groups, including online "white pages" directories, travel services, and alumni and college Internet sites. The new interface makes it easier for other leading Internet companies to co-brand their sites with PlanetAll. PlanetAll's expanding list of co-brands includes WhoWhere?, Infospace, PlanetDirect, GeoCities and NetNoir.

-- Seamless Login. Members logged on to select PlanetAll partner sites can instantly jump from those sites directly to PlanetAll without another login process. If the user isn't a PlanetAll member, registration fields will be pre-populated with information directly from the partner's site -- dramatically decreasing registration time and streamlining navigation between multiple Web sites.

-- Easy Registration. PlanetAll's streamlined registration process enables new members to quickly sign up for the free service and immediately begin making connections to other members. For example, PlanetAll now immediately searches for matches to the schools and affiliations entered during registration, letting new members instantly find friends, colleagues and family members.

-- Recruiting Tools. The new interface introduces tools and suggestions for recruiting friends, family and colleagues to PlanetAll. From this section, members can automatically send recruiting email to friends or to all the contacts in their address book who have yet to join PlanetAll. For every new member recruited, users receive 100 PlanetPoints, which can be traded for frequent flier miles and other rewards.

"In the coming months you'll see PlanetAll continuing to expand its services with new technologies, such as telephone access to the Virtual Address Book and synchronization with popular personal information-management tools," explained Adams. "PlanetAll takes care of tedious administrative tasks like keeping your address book up to date, and lets you get to the fun part -- like finding and meeting friends, networking, and sending and receiving electronic birthday cards."

About PlanetAll

PlanetAll was created to make the world a smaller place by helping people effortlessly find and stay in touch with friends, colleagues and groups important to them. PlanetAll's free online community brings a wide range of customized information to members' desktops -- from a reminder about a friend's birthday to notification of an alumni group meeting to news that an old high school flame is in town. Launched less than a year ago, PlanetAll already has nearly 200,000 members, with thousands more joining daily. Privately held PlanetAll (<http://www.PlanetAll.com>) is headquartered in Cambridge, Mass.

Product and company names may be trademarks or registered trademarks of their respective companies.

SOURCE PlanetAll

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PlanetAll.com , or Sean
Kegelman, both of Schwartz Communications, Inc., 781-684-0770

Web site: <http://www.PlanetAll.com>

? d s

Set	Items	Description
S1	60333282	S PD<19981119
S2	1831	S PLANETALL
S3	360873	S AMAZON OR AMAZON.COM OR AMAZON(W)COM
S4	298	S S1 AND S2 AND S3
S5	8	S S4 AND (CIRCLE)
S6	35	S S4 AND (REVIEW OR REVIEWS OR REVIEWED OR REVIEWING) AND (PURCHASE OR PURCHASES OR PURCHASED OR PURCHASING)
S7	25	S S6 AND (SHARE OR SHARES OR SHARING OR SHARED OR ACCESS OR ACCESSES OR ACCESSED OR ACCESSING)
S8	24	S S7 AND (FRIEND OR FRIENDS OR FAMILY OR RELATIVE OR RELATIVES OR ASSOCIATE OR ASSOCIATES OR EMPLOYEE OR EMPLOYEES OR STAFF OR MEMBER OR MEMBERS)
S9	684	S S1 AND S2
S10	362	S S9 AND (BOOK OR BOOKS OR MOVIE OR MOVIES OR VIDEO OR VIDEOS OR MUSIC OR SONG OR SONGS)
S11	258	S S10 AND (SHARE OR SHARES OR SHARING OR SHARED OR ACCESS OR ACCESSES OR ACCESSED OR ACCESSING)
S12	106	S S11 AND (FRIEND OR FRIENDS OR FAMILY OR CIRCLE)
S13	58	RD (unique items)

? s s9 and ((book or books or music or movie or movies or song or songs or video or videos or cd)(5n)(review or reviews))

Processing

Processing

Processing

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Processing

684 S9
7027838 BOOK
4609531 BOOKS
4939722 MUSIC
2282345 MOVIE
1336794 MOVIES
1213646 SONG
993219 SONGS
6452329 VIDEO
658730 VIDEOS
2214671 CD
7650693 REVIEW
3564425 REVIEWS

2148433 (((((((BOOK OR BOOKS) OR MUSIC) OR MOVIE) OR MOVIES) OR SONG) OR SONGS)
OR VIDEO) OR VIDEOS) OR CD) (5N) (REVIEW OR REVIEWS)

S14 28 S S9 AND ((BOOK OR BOOKS OR MUSIC OR MOVIE OR MOVIES OR SONG OR SONGS OR
VIDEO OR VIDEOS OR CD) (5N) (REVIEW OR REVIEWS))

? rd

>>>W: Duplicate detection is not supported for File 348.

Duplicate detection is not supported for File 349.

Duplicate detection is not supported for File 347.

Records from unsupported files will be retained in the RD set.

S15 8 RD (UNIQUE ITEMS)

? t s15/free/all

>>>W: "FREE" is not a valid format name in file(s): 347-349

15/8/1 (Item 1 from file: 15)

ABI/Inform(R)

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01710365 03-61355

USE FORMAT 7 OR 9 FOR FULL TEXT

Shifting strategies necessary on the Net

Word Count: 1134 Length: 1 Pages

Oct 12, 1998

Geographic Names: US

Descriptors: World Wide Web; Interactive marketing; Market strategy
Classification Codes: 9190 (CN=United States); 7000 (CN=Marketing)

15/8/2 (Item 1 from file: 621)

Gale Group New Prod.Annou.(R)

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01748569 Supplier Number: 53178122 (USE FORMAT 7 FOR FULLTEXT)

Amazon.com Makes It Easy For Millions of Music Fans Worldwide to Discover And Buy Unsigned Artists' And Independent Labels' CDs.

Nov 5 , 1998

Word Count: 931

Publisher Name: PR Newswire Association, Inc.

Industry Names: BUS (Business, General); BUSN (Any type of business)

15/8/3 (Item 2 from file: 621)

Gale Group New Prod.Annou.(R)

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01741577 Supplier Number: 53142686 (USE FORMAT 7 FOR FULLTEXT)

Amazon.com Announces Financial Results for Third Quarter 1998.

Oct 28 , 1998

Word Count: 1997

Publisher Name: PR Newswire Association, Inc.

Event Names: *830 (Sales, profits & dividends)

Industry Names: BUS (Business, General); BUSN (Any type of business)

15/8/4 (Item 3 from file: 621)

Gale Group New Prod.Annou.(R)

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01733502 Supplier Number: 53099137 (USE FORMAT 7 FOR FULLTEXT)

Amazon.com and Beastie Boys' Mike D Challenge Music Fans to Name Obscure Song At Amazon.com.

Oct 20 , 1998

Word Count: 986

Publisher Name: PR Newswire Association, Inc.

Company Names: *Amazon.com Inc.

Event Names: *290 (Public affairs)

Geographic Names: *1USA (United States)

Product Names: *5942000 (Book Stores)

Industry Names: BUS (Business, General); BUSN (Any type of business)

NAICS Codes: 451211 (Book Stores)

15/8/5 (Item 4 from file: 621)
Gale Group New Prod.Annou.(R)
(c) 2008 The Gale Group. All rights reserved.
01729586 Supplier Number: 53084215 (USE FORMAT 7 FOR FULLTEXT)
Amazon.com Enters European Book Market.

Oct 15 , 1998
Word Count: 754
Publisher Name: PR Newswire Association, Inc.
Industry Names: BUS (Business, General); BUSN (Any type of business)

15/8/6 (Item 5 from file: 621)
Gale Group New Prod.Annou.(R)
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01722003 Supplier Number: 53059777 (USE FORMAT 7 FOR FULLTEXT)
Amazon.com and Capitol Records Invite Music Fans to Play 'What's That Song?' at Amazon.com.

Oct 6 , 1998
Word Count: 1016
Publisher Name: PR Newswire Association, Inc.
Industry Names: BUS (Business, General); BUSN (Any type of business)

15/8/7 (Item 1 from file: 813)
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1383871 SFM024
Amazon.com Announces the 100 Best CDs of 1998

Date: November 30, 1998
Word Count: 777

Company Name: AMAZON.COM, INC.
Ticker Symbol: AMZN (NDQ)
Product: INTERNET, MULTIMEDIA, ONLINE (MLM); PUBLISHING, INFORMATION SERVICES (PUB);
RETAIL (REA)
State: WASHINGTON (WA)
Section Heading: TECHNOLOGY

15/8/8 (Item 1 from file: 148)
Gale Group Trade & Industry DB

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09366723 Supplier Number: 19203323 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Day tripping to Internet World. (Fall 1996 trade show)

Feb , 1997
Word Count: 9526 Line Count: 00813

Special Features: illustration; photograph; table
Industry Codes/Names: LIB Library and Information Science; BUSN Any type of business
Descriptors: Internet--Information services; Computer software industry--Products
Product/Industry Names: 4811520 (Online Services)
Product/Industry Names: 4822 Telegraph & other communications
File Segment: TI File 148

? t s15/7/8

15/7/8 (Item 1 from file: 148)
Gale Group Trade & Industry DB
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09366723 Supplier Number: 19203323 (THIS IS THE FULL TEXT)
Day tripping to Internet World. (Fall 1996 trade show)

Bjorner, Susanne
Searcher , v5 , n2 , p50(12)
Feb , 1997

Text:

Sometimes I can recognize day-trippers on the way to the Javits Center as soon as I get on my Connecticut commuter bus to New York City. Sometimes I don't recognize traveling colleagues until we disembark at the Port Authority and all make a beeline for the 9th Avenue exit. On the gray December day on which I rode in to Fall Internet World last year, it was too dark to see whether fellow bus travelers were heading for the major exhibit halls of the Javits Convention Center or to Macy's Department Store for Christmas shopping. But as I made my way out of the west side of the bus terminal, I was not alone. As separate convention-goers, several of us quickly and determinedly made the catty-cornered excursion to 11th and 38th. I congratulated myself on avoiding the street that dumps into the Lincoln Tunnel and for successfully navigating the avenue where the horses and hansom cabs that drive tourists around Manhattan on scenic excursions take their rest.

It was harder to find my way around when I entered the Convention Center. With three levels for exhibit halls, the Javits can take the largest expo, and the Mecklermedia show is a large one, indeed. Approximately 50,000 attendees were expected to participate in the three-day conference and exposition (December 9-13), and most of those would go to the expo. With 550 exhibitors, you would think that absolutely everything Internet-related would be there. Certainly there was enough to keep anyone busy for the day or the week. When I first agreed to do a round-up of exhibits for Searcher, I intended to pick the "top 20" for professional online searchers. I promised to concentrate on sites and services that provided rich content and/or effective software and services for finding, managing, and communicating content.

Well, I just couldn't cut the list down to 20, even though I know I didn't manage to thoroughly examine all 550 exhibits. What follows are my impressions of 40, gleaned from a hectic tour through the multiple exhibit floors, a somewhat more leisurely examination of press packets distributed in the well-managed press room, and a brief period of post-expo consideration and experimentation.

Before embarking on what was there, however, I should note what and who weren't at Internet World. In a word, Content - content we as searchers have come to know and love, but which we have only begun to demand from the Net. Knight-Ridder Information, Dow Jones Business Information, LEXIS-NEXIS, UMI Proquest Direct, and M.A.I.D Profound - all had announced or demonstrated Web-based services at the October Online World conference and expo in Washington, DC - but none appeared on the Internet World exhibit floor. In spite of major Internet initiatives by traditional online providers, and in spite of the fact that traditional searchers have emphatically accepted the Internet as an integral part of their total information picture, it is clear that the Online and Internet Worlds (trade shows, at least) have not yet converged.

"The Envelopes, Please"

I looked for any products that I thought might prove useful to information professionals. In general, I divided them topically into five categories: * Content: Products that contain content themselves (such as Individual, Inc.'s NewsPage) or that facilitate user access to content through pull technology (Amulet or Travelocity). * Service: Products that assist users by providing, a service (including but not limited to finding information). Services provided might include advertising opportunities, a research service (e.g., Find/SVP, or travel services). * Technology: Products that are tech@ nology-oriented, usually technology that provides access to Internet resources, such as Alis Technologies' bilingual browser or DirecPc satellite dishes. * Productivity: Products such as Forefront's WebWhacker offline browser, that make more productive use of the Internet for searchers. * Intranet Development: Products that assist in the development or maintenance of an Intranet or Internet Web site, such as InmagicB/Text Webserver.

These are loose categorizations only; several products cover more than a single category. The remainder of this article lists and describes selected products, arranged alphabetically by company. Use the product matrix chart to find products of interest for the applications you need.

OK, here goes....

A Business Compass

Does the world really need a new online Web directory? Probably not, but it certainly could use a better one or two. Quite possibly, A Business Compass (<http://www.abcompass.com>) will be an improved guidance and tracking system for serious business online users. Online veteran Steve Arnold gave Online World attendees a preview of A Business Compass (ABC) in his concluding general session speech in October, as A Business Compass LLB executive vice president, he took the service live in mid-December. This Internet directory and analysis service pre-screens and profiles leading Web-based sources of business information and research. Currently, the service carries listings, profiles, and links to 1,000 leading Web services in the areas of market research, industry data, business and company news, analysis and competitive intelligence. Plans for the service schedule the addition of 100 new sources each week.

President and CEO Chris Fujiwara, formerly with H.W. Wilson Co., says "we've taken the model for how print information is organized and are applying it to the Web." A Business Compass, human editors identify and profile services with an Industry Classification, a description of each site's Business Use, a Content Description, Special Features descriptions, and Valuable Pages descriptions with links to specific pages within a site. Reviewed sites are indexed and may be searched by Subject, Industry, Geography, Language, and Keywords. Spidering technology keeps the information up-to-date.

The third A Business Company principal is Erik Arnold, formerly with Lycos and one of the founders of Point Communications, the first Web rating and review service. Keep your eyes on this one if you want to find quality business information and not waste time surfing.

Adobe Systems Incorporated

Adobe, originator of the Portable Document Format (PDF) widely used for Web distribution of paper-based and desktop authored documents, announced the availability of Adobe Acrobat 3.0 for Windows, Macintosh, and UNIX platforms. Key new features include integration with popular Web browsers through support of Netscape Plug-In API and ActiveX controls; improved Web performance through compression options and page-at-a-time downloading capabilities, support for full-text searching of PDF files, and built-in ability to scan OCR paper documents into Web-ready PDF files.

Acrobat can output ready-made documents in minutes, compared with the longer HTML coding process, and has become popular with many Intranet developers. Employees accessing PDF documents on their Intranet can print out authentic "carbon copies" of hardcopy corporate documents with ease.

Software to create Web-ready documents is available now and priced at \$295 for Windows 3.1, Windows NT, Windows 95, Macintosh and Power Macintosh; Sun OS, Sun Solaris, HP-UX, and AIX versions should be available by the time you read this. Versions of Acrobat Reader 3.0 software are available free for downloading from Adobe's Web server (<http://www.adobe.com/>).

Adobe Pagemill 2.0 for the Macintosh, which enhances and speeds up Web page design, and Adobe's Photoshop 4.0 for Windows and Macintosh platforms, which supports digital imaging for the creation of high-quality print, multimedia, and Web graphics, are also now available. Adobe Persuasion 4.0, the professional creation tool for text and graphics presentations in print, screen, and Web delivery modes, was also

demonstrated.

Alis Technologies

Alis Technologies, a 15-year-old company based in Montreal, offers Tango, an innovative multilingual browser. Users may select an interface language from 18 different languages, and the browser will accurately display Web pages authored in any of over 90 world languages. Arabic and Hebrew characters display properly in their right-to-left formats. Japanese kanji and Chinese hanzi appear authentically on screen, even in tables and on buttons in HTML forms. Tango is the first and currently only browser to support the proposed IETF (Internet Engineering Task Force) HTML

internationalization (i18n) standard. Tango also supports Web frames, tables, and multimedia content.

The Tango 2.5 browser is available for downloading from the Alis Web site (<http://www.alis.com>). They let you "test-drive" it free for up to 30

days. If you decide to buy it that a price ranging from \$39.85 to \$59.95 U.S., depending on the language configuration(s) selected), you may purchase it online. Users purchasing Tango 2.5 will receive a free upgrade to version 3.0, which will integrate Tango Mail, a feature allowing easy, automatic creation and viewing of e-mail in dozens of languages.

These and other communication and translation services and tools are part of a suite of products code named Columbus, offered by Alis Technologies and several partners, including Berlitz, Globalink, Logos, and Systran.

Amulet Incorporated

Amulet made a big splash with its InfoWizard automated search service at Internet World. InfoWizard currently works on information technology LITJ product and business topics only, but it gathers data from authoritative online databases and the Web and delivers it to your desktop. InfoWizard uses agent technology to gather, filter, and organize information into customized reports.

Appliedtheory Communications,
Inc.

NYSERNET, the non-profit organization claiming to be the first U.S. Internet Service Provider for introducing corporate clients (including IBM, General Electric, Eastman Kodak, and NYNEX) to the Internet a decade ago, announced the formation of AppliedTheory Communications, a for-profit strategic Internet and Web service company. AppliedTheory's services will draw on its strengths in training and development of Intranets through the integration of Web technology and legacy databases.

AppliedTheory and Netsat Express, a joint venture between Worldcomm Systems and Hughes Network Systems, announced a strategic alliance to provide 400-Kbps satellite Internet access and comprehensive Web services to countries in Eastern Europe, South and Central America, Asia/Pacific Rim, and Africa. The venture will use Netsat Express, wireless technology and AppliedTheory's U.S.-based T3 network to allow virtually anyone in the world to "jet ski" the Internet at three times the speed of ISDN and 10-15 times faster than dial-up modems now provide.

Dr. Richard Mandelbaum, AppliedTheory's president and one of the

architects of the present-day Internet, explained that the company anticipates cooperating with regional partners to build high-performance facilities around the world for network management and engineering; eventually these world facilities will become ISPS. Local telephone companies, universities, ISP start-ups, government agencies, and international relief organizations are prime prospects.

AT & T

By far the most entertaining show I saw at Internet World was AT & T's presentation of a "wannabe" Elvis appearing at a Cyberdiner, complete with a beehived cook/waitress. The clever script, perfectly delivered, melded '50s diner culture with '90s networked world. Now, if AT&T as an ISP could only deliver on its "worldnet" theme.... Wouldn't you think that a ubiquitous phone company dedicated to being the world's best at bringing people together" could provide local, toll-free WorldNet Service nodes from any place in at least the United States? Alas, the 200+ nodes they do offer are not local to my calling area in Connecticut, and I don't want to pay even the \$4.50 per hour 800 access number surcharge.

Citizen 1 Software, Inc.

Continuing the trend toward making the retrieval of information from Web sites at least as easy and fast as locating information from print-based resources, Citizen 1 Software introduced Citizen 1, a software with an interface, as familiar and easy-to-use as the table of contents in a book." According to Merrill Harris, founder and president, "It transforms the Web into a desktop reference as immediately useful as a dictionary, almanac or encyclopedia." Citizen 1 is the first search and retrieval product that uses Multi-Search, a technology that enables a user to query different information providers simultaneously and to view one retrieved document while others load in the background.

Citizen 1 uses Web-based databases that provide dynamic and comprehensive coverage of narrow topic areas, with structured "link lists" that provide pointers to Web content. Citizen 1 technology enables users to access selected link lists as though they were databases. Queries are forwarded to the Citizen 1 server, which scans the appropriate index and retrieves desired information.

A general-purpose version of Citizen 1, offering resources in categories such as personal finance, news, government, and reference, is available free at <http://www.citizen1.com>. Industry-specific versions, beginning with a release developed for the drug and medical device industry, are scheduled for availability in the first quarter of 1997 on an annual cost-per-seat basis.

Citysurf

Virtual Media Services, of Tulsa, Oklahoma, demonstrated and sought advertisers for a nationwide business Net directory. Citysurf users can find a business in over 100 U.S. cities by category, name, or city. Virtual Media aims to compete against the national Bigbook, Big Yellow, US WEST, and Athand directories. They have especially targeted local advertising and local sites. Citysurf offers advertisers the opportunity to buy banner ads or to be listed in the "Top 10" of a specific city in their business niche.

CollegeNet

Just in time for last-minute college decision-making, CollegeNet (<http://www.collegenet.com>) announced MACH25, a new, free scholarship search database covering over \$1 billion in scholarships, plus sources for

grants and financial aid. Prospective students can search the database of 4,600+ colleges and universities using a wide range of variables (school name, location, tuition, enrollment, academic emphasis/major, etc.), then submit their college applications electronically. MACHO enables students to search against a private scholarship database and receive results in real time.

Collegenet launched in April 1995 and now receives more than two million hits a month. It has received high ratings from Magellan Website Reviews, Point Communications, and Telis Foundation, a non-profit education resource group. Collegenet is a product of Universal Algorithms, Inc., a privately-held company providing space and classroom management and admissions workflow, software to colleges and universities. hyperlinks to more than 2,000 college and university home pages.

Direcpc

DirecPC, from Hughes Network Services, is the U.S. domestic alternative for satellite Internet access (see AppliedTheory Communications). CompUSA stores began retailing DirecPC in California in October, and if you go to DirectPC's Web site (<http://www.direcpc.com>), you can get a listing of retail suppliers in your area. Still, even the people at the DirecPC booth told me that I couldn't work the Net with my home DSS satellite dish now. "It's two different satellites" for data and entertainment information, is the abbreviated explanation.

Hughes is targeting the small office, home office (SOHO) of power Internet users for its domestic market, but acknowledges that "if you can afford a T1 line, this solution is not for you." However, I find it intriguing, especially since I can't afford a T1 line, but have already invested in a satellite dish. I'll continue to hope.

Dun & Bradstreet

DAB and Lycos, Inc. announced the co-branded Web site CompaniesOnline (<http://www.companiesonline.com>), a free business-to-business directory featuring detailed information on 60,000 public and private U.S. companies, all with sites on the WWW. The directory is searchable and distributes information in stages: 1) a page displaying a list of candidates matching a user's search criteria; 2) a detailed company information page; and 3) a page with company-supplied advertising information. The site includes banner advertising.

D&B brings company-specific information from its database of more than 40 million companies worldwide to the partnership, while Lycos provides powerful search engine technology for quick navigation. CompaniesOnline users can search for business information in two ways: 1) by entering a company name, a URL, geographic location, company size, or ticker symbol; or 2) by browsing business categories similar to those used in search engines on the Net.

Business users select from a list of target companies matching search criteria, and CompaniesOnline displays an in-depth information page for that company. From the company page, which contains detailed company data supplied by DAB, users can link to the company's Web site or a page containing advertising information supplied by the company. Advertisers pay an annual subscription fee for inclusion. Business users can also obtain company information by linking directly to D&B's Web site and purchasing a \$20 Business Background Report on the company by using a

credit card.

The candidate listing page includes the business name and location (city and state); the company information page includes mailing address, e-mail address, D&B D-U-N-S Number, telephone number, trade-style name, company size by employees and sales, ownership, legal status, parent company name, contact name and title, and company URL. Information on the advertising page varies by company and requires registration with Lycos.

D&B also demonstrated its Marketing Connection (<http://www.dnb.com/businesslists>), offering desktop access to marketing lists for a fee, and the forthcoming D&B Credit Check, a compact, easy-to-read report enabling users to evaluate new customers, pre-screen prospects, and get quick credit checks.

did-it.com

INTERACT Multimedia has launched did-it.com, a free, easy way to monitor the status of a URL with search engines and directories. Using the did-it Detective Cavailable free at <http://www.did-it.com>, Webmasters and Web marketers can find out whether their site appears in the major search services, including: Altavista, Excite, Hotbot, Infoseek, Infoseek Ultra,

Lycos, Magellan, Open Text Index, Webcrawler, and Yahoo!. Reports are e-mailed to requesters and can be kept on file as an indication of the status of a site for a particular date.

In addition to the free did-it.com Detective service, did-it also provides a fee-based submission service that submits a URL to the top directories and search engines, followed by a monthly report.

Find/SVP

FIND/SVP chose Internet World to formally launch what its president Andrew Garvin calls "the ultimate reference help desk for consumers searching for information." The FINDOUT (<http://www.findout.com>) service, currently free, is operated by "cybrarians" from the research and consulting firm and provides a customized query service (Ask Us) as well as search assistance. "Ask Us" users are invited to submit questions in any of 10 subject categories, users receive customized, personalized answers within two business days. "Ask Us" has been in beta since October and already receives hundreds of questions per week, ranging from "Why does Nabisco only sell Malomars during certain months of the year?" to "Can I play bridge or canasta on the Web?"

In addition to the "Ask Us" feature, FINDOUT also guides users to precise online and offline sources in special "libraries" covering broad consumer categories, including Computers & Electronics, Money & Investments, Work & Career, Consumer & Legal Affairs, Hobbies & Interests, The Home, Travel A Transportation, Education, Family & Relationships, and Health. Unlike typical Web search engines, FINDOUT's libraries direct users to sites on commercial online services and offline articles, books, organizations, guides, videos, software, and CD-ROMS.

Find/SVP is currently in discussion with prospective sponsors and with leading membership and subscription-based service organizations, ISPs, and Web sites interested in providing on-demand answers as a value-added customer benefit. Find/SVP is exploring alliances with companies in the financial services/credit card, air travel, periodical publishing, and online access industries. The

company is also discussing ventures with other Web-based organizations looking to provide a "FINDOUT button" on their own sites as a service promoting brand loyalty and repeat visits. Advertising and sponsorship opportunities and 800- or 900-number telephone access options are also in the offing. Find/SVP's French affiliate already provides consumer question-answering services in partnership with France Telecom, French government offices, and co-branded credit cards.

Folio Corporation

Folio distributed free CD-ROM copies of its Folio Web Retriever 2.1. Web Retriever, named a finalist in Byte Magazine's "Best of Show" Award at PC Expo, is an offline content manager that allows you to edit, write in the margins, highlight, add bookmarks, automatically generate a table of contents, search multiple words and phrases with Boolean and proximity operators, link back to the Web, and compress information up to 50 percent of its original size on larger downloads.

The evaluation CD-ROM version (licensing required within 30 days of trial) includes detailed licensing and online purchasing directions and simple instructions for opening Folio infobases, searching for information, using the table of contents, and following links.

The Forefront Group, Inc.

The Forefront Group introduced Roundtable 2.0, a real-time, multimedia conferencing server software for the Internet and corporate Intranets. Prices were aggressively cut by as much as 80 percent to broaden the product's appeal and leverage the company's existing distribution channels. Roundtable combines a free-form multimedia canvas with text-based chat to let an unlimited number of conference participants meet within an organization or throughout the Internet almost as easily as though they sat around a conference table. Participants can dynamically share programs, files, graphics, audio, and video.

Forefront's client-side strategy produces productivity tools that allow users to become more effective in accessing and using the vast resources of the Internet. In this, Forefront is in the forefront. Their Webhacker offline browsing product created the standard for downloading Web sites to a user's hard drive. Webseeker, now in an enhanced version 2.2, runs a query simultaneously against 23 of the Internet's most popular search engines, including Yahoo!, Excite!, Infoseek, Alta Vista, and Webcrafter. Webseeker stores and manages search results, enabling users to view results offline and update previous search results. Webseeker 2.2 allows users to review abstracts of results and repeatedly refine results from an original search query while their computer remains offline. Keyword highlighting enables users to quickly locate searched words within the text of the Web pages opened. The enhanced version includes a scheduling interface and allows the setting of download control limits.

At COMDEX, Forefront announced Webprinter 2.0, an application that allows users to turn Web pages into attractive, double-sided, hardcopy booklets. Webprinter intercepts Web pages on the way to the printer, automatically reducing, rotating, and realigning them to print as booklets. Webprinter operates with the Internet Explorer, Netscape Navigator, CompuServe, America Online, Prodigy, Mosaic, and other browsers. Trial versions are available at the Forefront Web site <http://www.ffg.com>.

Webprinter is based on technology found in Forefront's more powerful ClickBook program.

In the first half of 1997, Forefront expects to introduce an Integrated Client program that will tightly integrate these technologies and those found in GrabNet (a graphical bookmarking utility) to let users save images, text, and URLs to reuse, navigate, and organize into a seamless interface.

GRIT

If you have tired of reading about Internet sites, you can hear about them instead on GRIT (Gould Resources & Internet Telecommunications), "the world's first Internet Station." GRIT broadcast live at the Javits, and it's "netcasting" goes live, 24 hours a day, seven days a week, via RealAudio and StreamWorks, at <http://www.grit.com>. The Web site features live talk about sports, exercise, music, technology, politics, etc., and also reviews Web sites. It also contains a search engine, a digital photograph gallery, and a link to GRIT's CU-SeeMe reflector site. Listeners may visit other Web sites while the shows play in the background.

HDS Network Systems

At Internet World, I had my first chance to get up close and impersonal with one of the new (?) NCs (network computers). I am not enchanted, but I will try to be informative. The HDS workStation, starting at a cost of \$699, is billed as "The Universal Desktop" and promises "Finally, an alternative to the PC." (Who asked for one?) According to the spec sheet, it can run Windows applications, Java applications, access the Internet or corporate Intranets, and access UNIX and legacy systems. The @workStation allows the user to integrate information from virtually any system at the desktop. In addition to networking functions, the system offers full multimedia and video conferencing capabilities. However, I am unclear about what is "standard" for the \$699 price: two grayscale monitors are listed as the first-level monitor support.

It was supposed to be cheap and simple, I thought. Supposedly, organizational overspending -- both in hardware, software, and personnel training -- on personal computers constituted the marketing logic behind developing an alternative to the PC. HDS makes a good point when they say that PCs were great for stand-alone work but were never designed for connection to other PCs. However, I come from a generation of searchers that know that a single PC connected by modem to remote databases and powered by a super information professional can really produce results. The network computer may comprise a better alternative for connecting corporate users, but is it any better than '60s timesharing? A full page of specs and options leads me to believe that the simplicity and uniformity promised with the NC may turn into a sadistic dream for IT managers and nightmares of frustration for IT users.

HomeCom Communications

HomeCom provides a Web confrencing software application called Post on the Fly Conference. The software makes it easy for users to post messages on a Web site in an organized manner, in either public or private modes. Conference supports private conferences with triple DES encryption, a secure standard used by financial institutions and government agencies. The full version costs \$495; a limited version that allows up to 100 posts is available free. The server version is available for download at <http://www.home.com.com>. This is a convenient way for Webmasters to

experiment with adding conferencing to their site and for remote workers to enhance communication with their central offices.

HotBot

Inktomi Corporation announced that SmartCrawl information indexing technology will be integrated into HotBot, the Wired search engine (<http://www.hotbot.com>) in the first quarter of 1997. SmartCrawl has the capacity to intelligently crawl more than 10 million Web documents per day and is said to index Web site content up to three times faster than any other technology available. HotBot received the PC Magazine Editors Choice award in December 1996 and was a PC/Computing Search Engine MVP Award finalist in November.

Individual, Inc.

Well-known for its customized trade and business news delivered through NewsPage (<http://www.newspage.com>), Individual, Inc. announced the formation of the NewsPage Network (NPN), which makes daily customized news available to other Web sites. Designed as a traffic builder for specialized content sites and a wider distribution area for NewsPage, NPN allows sites to embed highly-targeted business news specific to the industry or issues

of that site. According to CEO Michael Kolowich, the program accommodates sites of all sizes and resource levels, including small sites that can include either a link to NewsPage or actual NewsPage headlines at no charge.

NPN members (Affiliates) choose from among three levels of membership: 1) Connect: a free hotlink to NewsPage Topic areas of interest; 2) Today's Headlines: a free daily customized headlines chosen from over 2,500 business Topics, residing on the Affiliate site; or 3) Industry Views: a complete, customized industry newsletter, with headlines, briefs, and full-text stories, on the Affiliate site, for which the Affiliate pays a monthly fee.

What this means is that Net researchers or browsers will see NewsPage headlines in even more places in the future than they do now. You can already see traces of NewsPage on the following Web sites: MSNBC, Quicken Financial Network, InfoSeek, Achoo Online Healthcare, Kleiner Perkins Caulfield & Byers, All Things Automotive, CyberCash, and Netcom.

In days past, Individual also distributed a neat, printed title list of its more than 600 information sources (from A.M. News and AIDS Alert to Simba Information's Yellow Pages & Directory Report and Ziff-Davis Interactive's ZiffWire), as well as a pamphlet showing its Company Selector alphanumeric codes.

Infoseek Corporation

In a continuing quest for buying a car and finding a bed and breakfast in Northern California, the new Ultrasmart not only provides a listing of Web pages in response to a query, but also finds material on related topics, such as Hotels & Resorts in the U.S., or Lodging and Transportation. The service would also suggest related news items, shopping services, and other links. Ultrasmart allows users to refine queries at a second level, for example, a user requesting a search on desktop publishing can narrow the search after receiving too many results.

Ultraseek, for power users who want related information not included

in Ultrasmart, permits advanced search options: Imageseek (searching for a specific image on the Net); Site Search searching a particular site or domain); Link Search (determining how many URLs link to a particular site); and Title Search (searching for documents with a specific word in the title).

The Infoseek site also offers a News Center with general and customized news from Reuters, Business Wire, PR Newswire, Quote.com, and Usenet news groups, and a Smart Info section with access to People Finder, Quote.com stock quotes, CompanyLink, and Vicinity street maps.

If you use Windows and the Microsoft Internet Explorer browser, Infoseek's new ActiveX Control feature can help you browse or search Infoseek faster and more effectively. In search mode, the ActiveX Control provides related topics and search refinements.

InMagic Inc.

We did a search on old-time library and information vendors at Internet World. One of those was InMagic, Inc., who announced shipment of DB/Text WebServer, the Internet and Intranet site management version of the venerable and versatile InMagic database/textbase software. A Word Wheel feature allows users to preview keyword indexes of all words in a DB/Text WebServer database.

Traditional online searchers may recognize this as an inverted file, ..ROOTing, or Expanding, but the word wheel terminology puts a nice spin on the old concept of a rotated index and should prove more useful for new enduser searchers. With a single keystroke, a list of words or terms found in a particular field of the textbase appears on screen, along with the number of records containing each word or term. The user then simply pastes the information into each search field and executes the query.

For Webmasters, DB/Text WebServer's word wheel eliminates the time and expertise needed to program pick lists, as well as the re-programming necessary to track content changes. With the Java word wheel, new content is automatically indexed and added to the keyword lists.

InMagic has also entered into a partnership with Lycos, Inc. to deliver a series of new corporate Intranet spidering products. Information from across an Intranet may be spidered, indexed, and cataloged in a central, easy-to-search database. Personnel from any location within an organization may access Intranet documents using any popular Internet browser.

The Lycos Intranet Spider provides basic navigation services by spidering HTML and some non-HTML documents in a pre-defined browsing pattern. Document data is cataloged in and made searchable by an InMagic text database that comes bundled with the product. Users can view documents or document abstracts in HTML and/or launch the native application the document was created in, such as Microsoft Word or Lotus 1-2-3. Query results can display in multiple formats through dynamic generation of HTML on-the-fly, enabling the product to meet the needs of both novice and expert users with different views of the same data.

The Internet Company

A Cambridge, Massachusetts-based firm bold enough to call itself The Internet Company announced Messenger, a technology that enables publishers and other content owners to create and implement completely customized data delivery systems that push information directly to users, desktops via the Internet or Intranet." Possible implementations of Messenger include

clickable news headlines. headlines hotlinked to corresponding Web pages, advertising and "billboards" that register clicks to indicate interest for initiating sales processes; and priority messages" that deliver highly urgent communications and links to Web pages for more information or action.

The Internet Company also produces NewsSpace, a search and crawl tool for Web sites and provides consulting for Internet-related design, development, programming, and marketing. Its client list includes Cowles New Media, Editor & Publisher, Mecklermedia, Microsoft, Thundermouse, and Ziff-Davis Interactive.

Live Picture, Inc.

Hewlett-Packard Company and Live Picture, Inc. jointly announced the arrival of an Imaging for Internet Web site, @ a public beta site demonstrating technology for viewing, sharing, and printing high-resolution images from the Internet. The site (<http://www.image.hp.com>) allows the display of photo-rich content and enables users to download the imaging for Internet technology. Currently, the Web page includes content samples from Corbis Corporation Photo Collection (selections from award winning photographers, museums, and private collectors), Bullock & Jones Catalog (men's clothing), and the U.S. Geological Survey (digital aerial photos of San Francisco, comparing 1946 and 1994 city images).

Most Web images today appear in GIF or JPEG file formats that have limited resolutions. Although images appear acceptable on a monitor, quality deteriorates when printed. High-resolution images take a very long time to display or print. The Imaging for Internet solution uses FlashPix,

an award winning photo imaging file format and imaging architecture co-developed by Eastman Kodak, HP, LPI, and Microsoft. FlashPix enables users to view digital images and print them with high resolutions and minimal impact or downloading time. An open technology Internet Imaging protocol, developed in collaboration with the above partners and Netscape, enables the fast, easy transmission of online images. First product release is scheduled for early 1997.

NC World

NC World, covering network computers, was viewable as "the first virtual insert,, into IDG's Web publishing Inc.'s other Web-based publications JavaWorld, Netscape World, and SunWorld With its February 1997 issue, NC World grows to full size as a stand-alone electronic publication, an advertiser-supported monthly magazine with mid-month updates. Access is free. Subscribers who fill out a detailed demographic form will receive e-mail alerts of new articles. (<http://www.ncworldmag.com>).

NetCarta Corporation

Netcarta introduced version 2.0 of its WebMapper content management software, which creates an object-based, high-level map of Web sites for WebMasters. NetCarta WebMapper 2.0 automates most common site management tasks required in the maintenance of Internet and Intranet sites.

WebMapper creates a Tree View, which provides an orderly and easy-to-read hierarchical outline of a site. Version 2.0 also offers a new "Cyberbolic" view. This Web-like gestalt view shows site objects fanning out from the home page, then the next level of pages, and so on,

effectively giving a bird's eye view of the site that can serve to clarify complex hierarchies, link structures, and explore large volumes of data. Used together, the Tree and Cyberbolic views can provide a comprehensive picture of the site.

WebMapper 2.0 creates over 20 linked HTML reports designed as online and offline management and analysis aids. Reports include site statistics (number of pages, offsite/onsite links, media types, etc.), media reports (showing modification date, load date, etc.), a link analysis report, a duplicate report (showing identical objects on the site), a comparison report (what's new, what's modified, what's no longer used), and more. The upgrade also features improved searching and content change monitoring capabilities.

net.Genesis

net.Genesis Corporation and ZiffDavis Publishing's ZDNet announced a strategic relationship that will result in ZDNet.sweep, "The Authoritative Web Performance Index," the first published index that will reflect the average amount of time it takes end users to access a selection of high-traffic Web sites.

ZDNet.Sweep should debut in the first quarter of 1997, published in three places: the ZD Net Web site ([http:// www.zdnet.com](http://www.zdnet.com)), where it will update several times each day, Inter@ctive Week, where it will appear weekly; and ZD Internet Magazine, where it will appear monthly. ZDNet.sweep

will be based on information gathered from net.Genesis, Web performance service, net.Sweep, an analysis service that allows companies to closely monitor the speed with which Web users can access their sites. net.Sweep lets net.Genesis customers compare their daily access and retrieval times to the average performance of selected high-traffic Web sites.

The net.Sweep polling system is based on a distributed network across the United States. Polling stations are established in major cities and through multiple Internet Service Providers (ISPs) . The system accesses Web sites in the ZDNet.Sweep index over 500 times per day, seven days a week, resulting in a comprehensive measurement of their performance from a wide variety of viewpoints and solid trend data to measure changes over time.

Netscape Communications
Corporation

Netscape formally introduced Netscape Communicator, a comprehensive set of Internet and Intranet component software that integrates open e-mail, groupware, editing, calendaring, and browsing tools to allow users to easily communicate, share, and access information.

The Netscape Communicator Standard Edition consists of Netscape Navigator (the popular Web browser), Netscape Messenger (allowing the composition, sending and receiving of encrypted e-mail, using open-standard based mail), Netscape Collabra (facilitating collaboration with co-workers and leveraging corporate knowledge more easily and effectively), Netscape-Composer (to create and publish and transmit richly formatted HTML documents with ease), and Netscape Conference (to enable communication with co-workers using real-time voice and information collaboration).

The Netscape Communicator Professional Edition also includes Netscape Calendar (to manage individual and co-workers, calendars and time) and

Netscape AutoAdmin (which allows you to customize and manage and deploy Netscape Communicator centrally).

Open Text Corporation

Open Text announced that the shipment of Livelink intranet Suite 7, an Intranet application suite that companies can use to manage distributed work processes and information across an enterprise, across continents, and across computing platforms. According to president and CEO Tom Jenkins, "Livelink Suite 7 provides industrial strength, search, document management, workflow, and project collaboration engines, accessed through Netscape Navigator's industry standard browser, to thousands of users working on and managing documents, projects, and processes. Additionally, it provides cutting-edge capabilities, such as views of dynamically created work flow maps showing the current status of projects."

Project collaboration capabilities include: One Click Project Page Creation with the click of a single button an end user can create a project page without help from a system administrator); Bulletin Boards (project members can post notes to the Bulletin Board for ready availability to the entire team; posted notes can have an expiration date and urgency markings to denote importance); and E-mail Notification (users can subscribe to get notices via e-mail when something significant, such as an object, message, or task, changes in the project.).

PaperClip Software, Inc.

PaperClip offers WebClip, an offline browser and Web productivity tool that is compatible with the Windows 95 version of Netscape navigator 2.0 or above. Microsoft Internet Explorer 3.0, and Spyglass Mosaic 2.10 or above. WebClip automatically checks Web pages. identifies whether any changes have occurred on a page, and sends the new content to a user's PC. Users can then display the same Web pages at hard drive speed, with all graphics and hotlinks intact. Users can schedule unattended monitoring and downloading from passworded sites to which they subscribe. A versioning feature allows users to maintain collections of Web content even when the content no longer resides on the Web site itself.

PaperClip has expanded its retail distribution to individuals and enterprises via numerous chains and also makes the software available for \$29.95 via download or online order forms at [http:// www.paperclip.com](http://www.paperclip.com).

Personal Library Software, Inc.

(PLS)

PLS, a leading supplier of search software on the Net and off, introduced a new Internet-based service called ATL. ATL provides the ability to search for content residing in hidden,, databases -- those large collections of documents managed by publishers and not viewable by Web spiders. ATL also allows an users to create intelligent agents to the search newsgroups and Web sites, with e-mail notification of results.

In a statement that will ring true to experienced searchers, PLS founder and president Dr. Matthew Koll explains at that the World Wide Web (he calls it the Visible Web) contains less than one percent of the intellectual property available online, perhaps 200 gigabytes of data. "Even this limited content is straining current Internet search engines, which often produce results that do not reflect the true value that may reside at a site. ATL opens a vast new universe of content packaged by online publishers."

To view the data that resides on what PLS calls the "Invisible Web,"

users would have to subscribe to several private data services and perform multiple searches to find which database is best for their needs. With AT1, the user will know immediately where the data is, on or below the Visible or World Wide Web. This can happen because AT1 uses "beacon" software that enables any online publisher using PLS search and indexing products to create and send an index to the AT1 Hub, a central server that manages all searches for the enduser. "Beacon-ized" data is roughly 2 percent of the size of the actual database, providing tremendous efficiencies for publishers, yet also producing highly accurate, relevancy-ranked results for users.

The AT1 technology allows publishers to migrate their content to the Net without having to re-engineer basic systems. And who are some of AT1's Charter Partners? Knight-Ridder Information, Questel-Orbit, DataTimes, Congressional Quarterly, Newsnet, America Online, Mecklermedia, AT&T, The Associated Press, Digital Ink

/washingtonpost.com, and Ziff-Davis/ZDNet.

In Phase 1 of the AT1 rollout, AT1 will deliver the user to the publisher and let the publisher decide how best to deliver content to the user. In Phase 2, scheduled for mid-1997, users will be able to access database content directly through AT1, should a publisher opt to pass through the content. In both cases, publishers retain complete control over distribution and pricing of their content.

PlanetAll

This start-up by two Harvard B-School and MIT graduates uses the Net to provide a service that sounds too good to be true. The Virtual Address Book is a private, online address book for personal contacts and affinity groups. PlanetAll incorporates software that automatically retrieves names and contact information from many electronic address books and contact programs, such as Act! and GoldMine. You can even get a printout of the Virtual Address Book if you lose yours. Best of all, you can access PlanetAll by Web, e-mail, touch-tone phone, or fax. Also offered is a Special Occasions Reminder, which alerts members to important events 10 days in advance, an Online Galleria that links to shopping sites, a Travel Guide, Daily Tidbits of jokes and trivia to entertain, and a service to provide automatic Changes of Address to linked contacts when you move or change your personal contact information. But the premiere feature of Planetall Crossing Paths,, promises to tell members when contacts will be in the same place at the same time, both in the members, home base or any travel destination! Crossing Paths also gives members the names of friends of friends, enabling them to grow their personal and professional networks, a la the "Six Degrees of Separation, theory."

You're probably wondering about privacy. PlanetAll says that it incorporates a sophisticated security system to insure that personal contact information remains confidential. An advanced firewall is in operation, as well as "an elaborate scheme of permissions and verifications to thwart unauthorized or illicit use."

In spite of temptation (I really could use a service like this that I can access from everywhere), I still worry. Do I want to put all my friends and family members, names and contact info in a centralized database? Do you want all your friends and family members to put your name in there?

Maybe it would be safer if we started with an enemies list.

QUALCOMM Incorporated

With 18 million users (according to surveys by The Research Spectrum and Find/SVP), QUALCOMM's Eudora can rightfully claim to be the leader in Internet e-mail software. At Internet World, QUALCOMM announced the availability of Eudora Light 3.0.1 for the Macintosh and a public beta version for Windows, ready for free download at <http://www.eudora.com>.

Eudora Light is known as an easy-to-use e-mail solution for new Internet users. Many ISPs distribute it for free. Major new features of Eudora Light 3.0.1. include basic filters to organize e-mail automatically, an enhanced Find dialog, mail server interactive control, drag and drop capabilities for file attachments and large amounts of text, active URL links, interpretive stylized text, and more.

As significant as these improvements to the free version are, however, Eudora Pro 3.0 software provides more. Some key Eudora Pro 3.0 features not in Eudora Light 3.0.1 (freeware) include a user controllable toolbar, multiple e-mail accounts., enhanced filters, including auto-reply and forwarding, spell checking., composition of stylized text, expanded address book capabilities, and creation of stationery templates.

Two of the more valuable pieces of paper I found at Internet World were two sheets giving a side-by-side comparison of three different Mac and

three different Windows versions of Eudora Light and Pro software, feature by feature. Not only is it useful to know what your own software can do, it's handy to know what your recipient's software can (or can't) do.

SIRSI Corporation

Library automation vendor SIRSI offers a Z39.50 compliant version of VIZION for Windows that lets users simultaneously search multiple databases via telnet, FTP, Web browsers, and Gophers using a Windows interface. SIRSI also offers a Personal Net Organizer tool that serves as both an offline Internet search tool and a site management system. VIZION saves time and money by bringing entire categories of fully-detailed site descriptions offline and onto the user's desktop. When you find what you want, click on a site icon to connect.

SIRSI offers a free trial of VIZION called Webspecial at its Web sit (<http://www.sirsi.com>) as a downloadable FTP file. VIZION Pro is available directly from SIRSI for \$19.95.

Syracuse University

The presence of the Syracuse University booth may have surprised and confused some Internet World attendees. What in the world could they be selling? Most Searcher readers know, however, that Syracuse has one of the better library and information science (LIS) graduate degree programs in the U.S. They also have one of the most innovative course delivery methods of graduate LIS schools.

Syracuse's School of Information Studies offers a bachelor degree in information management and technology, master's degrees in library science, information resource management, and telecommunications and network management, and a Ph.D. in information transfer. The M.L.S. and M.S./L.R.M. degrees are both offered in a distance education format (Independent Study Degree Program-ISDP) that combines short on-campus residencies with self-paced course work at home using the Internet and WWW for research and

communication.

In addition, students at the bachelor and master levels may elect to

participate in the School of Information Studies Cooperative Education Program -- semester-long, full-time (graduate), paid internships at work locations with no geographic limits. Sample co-op work assignments include: Data Security Analyst, Internet Researcher, Database Developer, Database Designer, and Database Analyst, with companies like Personal Library Software, IBM, Fidelity Investments, Kaman Sciences, and Putnam Investments.

Obviously, Syracuse came to Internet World to find promising students; they were also there to find attractive and suitable co-op work opportunities for their students. And not incidentally, the school's presence reminded anyone who has just discovered the Internet and thinks it a whole other world demanding unusual skills, that a program of studies already exists designed to educate personnel for technologically-demanding, information-based careers. We can thank Syracuse for reminding Internet World attendees that many librarians have the skills required for developing, maintaining, evaluating, promoting, and training for Internet applications, complex information products, and corporate Intranets.

Travelocity

Travelocity (<http://www.travelocity.com>), from SABRE Interactive and Worldview Systems Corporation, has added car and hotel booking features to its travel-related services. Launched a year ago, Travelocity has become a popular Web site for do-it-yourself travel arrangers. Users can choose from among 50 car rental companies and 32,000 hotel properties when making online reservations. Many hotel properties feature colored maps and photos. Travelers can also book airline reservations from more than 400 airlines. Travelocity serves business and leisure travelers, and more than 450,000 members have logged over four million visits to the site. Additional travel-related services include a travel guide of things to do, details on restaurants and entertainment, a currency converter, airport condition forecasts, traveler bulletin boards, and merchants of travel-related gear.

The Trip.com

Launched in September 1996, The Trip.com is a new Internet travel reservations service, specializing in business travelers. Small business owners or remote-office workers who donate access to a corporate travel office can make airline, hotel, and car reservations, access travel guides, interactive maps and weather reports, and get real-time flight tracking at this site (<http://www.thetrip.com>).

Tumbleweed Software Corporation

Tumbleweed announced Tumbleweed Posta, an Internet document delivery system that lets users send any type of document to any number of recipients while ensuring document quality, high-speed delivery, tracking, and supreme security. Tumbleweed Posta combines the document fidelity of paper-based delivery with the speed and cost-effectiveness of electronic delivery. The Posta user enters a recipient's e-mail address (or a mailing list) and selects a document to send. Tumbleweed Posta places the document on a powerful server, which sends an e-mail notification to the recipient.

When recipients receive notification of a document's arrival through their e-mail client software, they simply click on an address to receive the document.

Tumbleweed Posta users can send any type of document created by desktop applications to any number of recipients. Posta will convert the document to a portable document format and deliver an appropriate viewer or plug-in with the document, when needed. Anyone with an Internet e-mail account can receive Posta documents, regardless of their recipient e-mail system or hardware and software capabilities. Tumbleweed Posta users can track documents through every step of the delivery process, request receiver confirmation, send by express, normal, or bulk delivery, schedule delayed delivery, send secure documents, and create separate billing accounts and associate transactions with those accounts.

Verity, Inc.

Verity introduced Search Personal for Netscape Navigator and Microsoft Internet Explorer. A range of Verity products allows a single user or an enterprise to organize, index, and search for information on local disks, throughout the enterprise, or on the Internet. Documents may be indexed in their native formats, including ASCII, HTML, PDF, word processors, and database and spreadsheet files.

The Verity search technology features word matching, concept-based searching, Boolean logic, and proximity and field searching. Fuzzy logic and natural language capabilities allow you to search by example for rapid, accurate results. Search Personal requires Windows 95, Windows NT 3.51, 4.0, HPUX 9.x, Solaris 2.3 or later, SunOS 4.13 or later, AIX 4.1 or later, Digital Unix 3.1 or later hardware, and 16 MB available memory.

ZooWorks

ZooWorks Research, by Hitachi Software Products Group, comes in both Personal and Collaborative editions. Presumably, the designers intend to keep your Internet excursions from turning into a zoo. ZooWorks acts as a photographic memory of Web sessions. While you surf, ZooWorks records and indexes all the Web pages and documents you visit. This information, along with the content of the HTML document, is indexed and stored for easy access. The software works with any popular browser supporting HTTP 1.0 and HTML 2.0 and any HTTP server on the Internet.

Users can search the ZooWorks index in a variety of ways: keyword, date viewed, a range of dates, a calendar month, or the last x number of URLs visited. Search results appear with hotlink to take you back online to the requested page. URLs and associated user annotations can be organized into folders to create shared libraries, and the software will compile usage data about specific URLs. ZooWorks Research Personal requires Win 95 or Win NT 3.51 or higher, a 486 51MHz processor, 8MB RAM (16 suggested), and 4.7 MB of disk space.

Whew!!

All in all, you can spend an exhausting day -- or an exhausting week -- at internet World just looking at products that can help information professionals and others find and manage external and internal information in their organizations and still not cover the show completely. But whatever you do, you will find at least a few items that can change the way you work or help you to expand your influence within your organization. Spring Internet World is scheduled for March 10-14 in Los Angeles, and Internet World Summer for July 21-25 in Chicago. Find one near your

neighborhood and try it out. You will find it worth just about any amount of time you can spare to attend. Internet World Expo Products Matrix (Descriptions of each company's products appear alphabetically under the company name in this article.)

Company	Entry	Content	Service	Technology	Productivity
A Business Compass	C				
Adobe					
Alis				T	P
Amulet	C		S		
Applied Theory				T	
AT&T				T	
Citizen 1	C		S		
City PC					
D & B	C		S		
did-it.com			S		
Find/SVP			S		
Folio					P
Forefront			S		P
GRIT	C				
HDS Network				T	
HomeCom			S		
HotBot	C				
Individual, Inc.	C		S		
Infoseek	C				
InMagic					
Internet Co.	C				
Live Picture	C				P
NC Word	C			T	
NetCarta					
net.Genesis				T	P
Netscape					P
Open Text					
PaperClip					P
PLS	C			T	
PlanetAll	C		S		P
QUALCOMM	C			T	P
SIRSI					P
Syracuse Univ.			S		
Travelocity	C		S		
The Trip.com	C		S		
Tumbleweed			S	T	
Verity	C				
ZooWorks					P
Company Entry		Intranet Dev.			
A Business Compass					
Adobe		I			
Alis					

Amulet	
Applied Theory	
AT&T	
Citizen 1	
City	
D & B	
did-it.com	I
Find/SVP	
Folio	I
Forefront	I
GRIT	
HDS Network	
HomeCom	I
HotBot	
Individual, Inc.	
Infoseek	
InMagic	I
Internet Co.	I
Live Picture	
NC Word	
NetCarta	I
net.Genesis	
Netscape	I
Open Text	I
PaperClip	I
PLS	
PlanetAll	
QUALCOMM	
SIRSI P	
Syracuse Univ.	
Travelocity	
The Trip.com	
Tumbleweed	I
Verity	I
ZooWorks	I

Key: Content: Products that contain content or help a user access content. Service: Products that assist users by providing a service (including but not limited to finding information). Technology: Products that are technology-oriented; mostly technology that provides access to Internet resources. Productivity: Products that make more productive use of the Internet for searchers. Intranet: Products that assist in the development or maintenance of an Intranet or Internet Web site.

How to Talk to Internet World Exhibitors:

* Tell them "I'm happy to pay for content on the Web. Why I've spent \$XX.XX on content over the last YYY years!"

* Add the title "IT Manager," "System Administrator," or "Web Manager" to your registration badge.

* Tell them you're in the group developing/maintaining your corporate Intranet.

* Realize that many of them are there for deal-making among themselves. You can get an idea of where the industry is headed by observing who is dealing with whom, but you don't have to try to get them

too sell to you.

* (At your own peril) tell them you're writing up the Top Ten exhibits for a national high-tech magazine.

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Amazon.com Announces the 100 Best CDs of 1998

Date: November 30, 1998 09:02 EST Word Count: 777

SEATTLE

, Nov. 30 /PRNewswire/ -- With 1998 drawing to a close, Amazon.com, Inc. (Nasdaq: AMZN), the Internet's No. 1 music retailer, will unveil tomorrow the "100 Best CDs of 1998," chosen by Amazon.com's team of music editors.

Reflecting the vast selection of music offered at its music store, Amazon.com's "100 Best CDs of 1998" includes a broad range of well known artists and lesser known talents across multiple categories -- from African diva Cesaria Evora and hip hop superstars the Beastie Boys to 90-year-old fife player Othar Turner and 19-year-old blues sensation Shemekia Copeland.

Amazon.com's "100 Best CDs of 1998" is expected to be controversial both because of what is included on the list and what is not. For example, a 32-year-old performance by rock legend Bob Dylan -- often bootlegged, but only released this year -- secured the top spot on the list, while R.E.M. and Hole, critical and popular favorites who released new albums in 1998, were not selected. Roughly one-third of the selections come from the jazz, international, and classical worlds.

Led by senior editor Keith Moerer, the "100 Best CDs of 1998" was determined collaboratively by Amazon.com's team of music editors and incorporates CDs from each of Amazon.com's 16 musical categories. The Amazon.com music editors also picked the Artist of the Year as well as the 10 Best CDs of 1998 in their music categories.

"1998 was a great year for music," said Jennifer Cast, Amazon.com's general manager of music. "Our music editors have chosen 100 exceptional CDs reflecting the incredible diversity of music available to Amazon.com's customers. Old favorites like B.B. King, Elvis Costello, and Lyle Lovett join new discoveries like Lhasa de Sela and Cat Power in a list that is sure to help people find music they'll love."

As part of Amazon.com's coverage of the year in music, 25 artists including Trisha Yearwood, David Byrne, Brian Wilson, and Liz Phair will choose their favorite CDs of 1998. Essays about the year in music, penned by well-known humorists, will also be available at the Amazon.com music store throughout the month of December.

Amazon.com's "100 Best CDs of 1998" and other year-end features will be available at www.amazon.com/music beginning Tuesday.

About Amazon.com's Music Store

Amazon.com's music store, which opened in June, offers shoppers more than 25 times the CD selection of the typical music store at everyday savings of up to 40%. From alternative to zydeco, hip hop to bebop, Amazon.com's customers will find everything from the latest releases to hard-to-find gems in any music genre. In addition, the Amazon.com music store features thousands of reviews by Amazon.com staff editors and nationally known critics, song samples, artist interviews, lists of essential albums by genre, thousands of bestseller lists, music in the news, and personalized music recommendations.

About Amazon.com, Inc.

Amazon.com, Inc., the Internet's No. 1 book and No. 1 music retailer, opened its virtual doors on the World Wide Web in July 1995 and quickly became Earth's Biggest Bookstore. Today, the Amazon.com store has expanded to offer more than 3 million books, music CDs, audiobooks, videos, DVDs, computer games, and other titles, plus easy-to-use search-and-locate features, secure credit card payment, personalized recommendations, streamlined ordering through 1-Click(SM) technology, and direct shipping. Amazon.com operates two international bookstore Web sites: www.amazon.co.uk in the United Kingdom and www.amazon.de in Germany. Amazon.com also operates PlanetAll (www.planetall.com), a Web-based address book, calendar, and reminder service, and the Internet Movie Database (www.imdb.com), the Web's comprehensive and authoritative source of information on more than 150,000 movies and entertainment programs and 500,000 cast and crew members dating from the birth of film in 1892 to the present.

This announcement contains forward-looking statements that involve risks and uncertainties that include, among others, Amazon.com's limited operating history, the unpredictability of its future revenues, and risks associated with capacity constraints, management of growth, and new business opportunities. More information about factors that potentially could affect Amazon.com's financial results is included in the company's

filings with the Securities and Exchange Commission, including the Annual Report on Form 10-K for the year ended December 31, 1997, and the quarterly report on Form 10-Q for the quarter ended September 30, 1998, 1998.

Amazon.com, Amazon.co.uk, Amazon.de, PlanetAll, Internet Movie Database, Earth's Biggest Bookstore, and 1-Click are either registered trademarks or trademarks of Amazon.com, Inc. or its affiliates. All other names mentioned herein may be trademarks of their respective owners.

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Web site: <http://www.amazon.com>

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Shifting strategies necessary on the Net

Abstract:

The Web is growing more crowded, cluttered and competitive each day, and as more traditional marketers recognize the potential power of the Web, the competitive cauldron will boil still more and overflow. In these hyper-competitive times, moves and countermoves will reconfigure the game board, rewarding the quick and the nimble. To win in the marketspace slugfest, companies must be disruptive and able to quickly shift their strategy and style.

Text:

What can the Internet teach us about competition and competitive strategy? Plenty.

Consider everyone's favorite Internet marketing beacon, Amazon.com. There's good news and bad news for Jeffery Bezos, the founder and chief executive officer of Amazon.

The good news is the potential demise of Crown Books of Landover, Md. The previous low-cost provider in the book business sought Chapter 11 bankruptcy protection in July. Next, it announced it would shutter 79 of its 174 stores, laying off an estimated 1,250 workers. Crown Books can't compete with the twin threat of the Web's low-cost, on-line booksellers and the physical world's highly differentiated, retail bookstores. Crown Books has lost its relevance in a wired world.

The bad news for Amazon.com is Leonard Riggio, chief executive of Barnes & Noble Inc. and barnesandnoble.com, based in New York. In the marketplace, Riggio, who personally holds an estimated 25% of Barnes & Noble stock, is Burger King to Bezos' McDonald's. He's Avis to Hertz. Pepsi to Coke. In the on-line bookseller's world, he's No. 2 to No. 1.

And, he's an example of a wellheeled traditional marketplace competitor trying to reclaim some lost turf from an Internet upstart. Barnes & Noble Inc. is parent to 483 Barnes & Noble superstores, and 528 B. Dalton's bookstores, as well as barnesandnoble.com.

Until entering the competitive Internet fray with Amazon.com, Barnes & Noble Inc. was quite profitable. Unlike Amazon.com, which Business Week estimates has lost \$30 million so far this year, Barnes & Noble Inc. is profitable, earning \$147 million on operations, although these profits are not from Net-based operations.

Adding to the complexity of competing on the Net, investors grew confused this summer over how to value Barnes & Noble Inc. stock now that it has jumped into the Internet with both feet. In response, Riggio announced plans for an IPO to spin off 20% of barnesandnoble.com, raising capital for his Internet war chest and clarifying the value of his bricks-and-mortar properties.

Rivalry between Amazon's Bezos and barnesandnoble.com's Riggio looks fierce, expensive and, on the surface at least, likely to drive out future profitability, despite the fact that Amazon.com has yet to turn a profit.

In addition to television advertising introducing its Web site, barnesandnoble.com is trying to lock in corporate business intranet sites, so that its Web site will pop up on your company's intranet. Through its Business Solutions program, it is trying to ensure that you and your company will order your business books from it. It's also banking on you buying your personal books from barnesandnoble.com while you're cruising

the Internet at the office.

To strengthen its offering, barnesandnoble.com is building alliances and cross-branding. It's signing up partners with powerful brand names like Arthur Andersen's Knowledge Space (www.knowledgespace.com), a subscription site devoted to helping business users find useful content quickly on the Web.

Through the barnesandnoble.com/Arthur Andersen joint venture signed in July, KnowledgeSpace users will have access to Arthur Andersen's Global Best Practices knowledge base, book reviews and easy access to barnesandnoble.com's order entry system.

Meanwhile, Bezos and Amazon.com are not standing still. With barnesandnoble.com invading their turf, they're broadening their offerings. First, they added CDs, and soon they'll have videos.

Then they announced acquisitions last August of Junglee of Sunnyvale, Calif., a software developer that writes code enabling comparison shopping on-line. They also acquired PlanetAll, a Cambridge, Mass.-based venture that lets users coordinate their address books on-line. Through the underlying technology provided by these acquisitions, Amazon.com plans to become a full service on-line shopping destination. Amazon.com likely will redefine itself from a Webbased book purveyor into the ultimate electronic shopping mall. Take that, Mr. Riggio.

In other words, before its initial business model is even fully rolled out, Amazon.com is reinventing itself in real time, maybe even cannibalizing itself. And for good reason. In today's hyper-competitive marketplace, constant reinvention is the only way to sustain competitive advantage.

The Web is growing more crowded, cluttered and competitive each day. There are at least four competitive Web sites vying to offer you the weather (www.accuweather.com, www.nws.noaa.gov, www.usatoday.com, www.weather.com), not to mention all the search engine companies migrating to become portals like Yahoo!-Excite, AltaVista, Lycos, Infoseek, et al.

The Web is awash in competitive moves and countermoves. And, as more traditional marketers like Barnes & Noble recognize the potential power of the Web, the competitive cauldron will boil still more and overflow.

What should Internet marketers and non-Internet marketers do about competition? Can you sustain your opportunities against competition in the long term? Can you reap the rewards of marketpace and marketplace investments? Does the Three C's model of identifying a customer need, building a company that can meet the need and sustaining yourself against competition work today? Where are the state-of-the-art models?

I say, follow the propeller headsthe technology companies.

De-emphasize, but don't cast aside, your reliance on the traditional static thinking of Harvard professor and competitive strategy guru Michael Porter.

Adopt more of the dynamic thinking of Dartmouth professor Richard D'Aveni, author of *Hypercompetition: Managing the Dynamics of Strategic Maneuvering*.

Porter taught us to become the low-cost provider, adopt a highly differentiated position, or focus on a particular niche. Identify and migrate to a position of sustainable competitive advantage. These were the precyberspace strategies to riches.

Today's Internet marketers worship more at the competitive altar of D'Aveni.

In hyper-competitive times, they launch multiple unsustainable initiatives and use them to outmaneuver the competitive positions of rivals. Moves and countermoves will reconfigure the game board, rewarding the quick and the nimble. When Riggio and Barnesandnoble.com punch, don't just counterpunch, reconfigure the game board. Be like Amazon's Bezos. Migrate from a bookseller to a cyberspace retail destination. And if that doesn't work, migrate again.

D'Aveni reminds us that oldfashioned advantages of being lowcost or having higher quality don't last. The edge you achieve through "timing and know-how," being first to market, or through introducing a new product will erode. Strongholds-geographic, psychographic or demographic areas that you own will be captured. Even the edge of "deep pockets" can be defeated.

The way to win in the marketspace slugfest is to be disruptive and to nimbly shift your strategy and style. Like Muhammad Ali on route to four world heavyweight titles-defeating Liston, Terrell, Foreman and Spinks while earning a record of 56 wins against five losses-"You've got to float like a butterfly and sting like a bee." Who was more disruptive in his marketspace than Muhammad Ali? Who could have been more successful?

As D'Aveni writes in his book, "In a dynamic world, only the dynamic survive." These are good words to live by in the interactive era.

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01748569 Supplier Number: 53178122 (THIS IS THE FULLTEXT)

Amazon.com Makes It Easy For Millions of Music Fans Worldwide to Discover And Buy Unsigned Artists' And Independent Labels' CDs.

PR Newswire, p 6847

Nov 5, 1998

Text:

Amazon.com Advantage for Music Uses the Power of the Internet to Revolutionize

Music Distribution

SEATTLE, Nov. 5 /PRNewswire/ -- On the first day of CMJ's Music Marathon, Amazon.com, Inc. (Nasdaq: AMZN), the No. 1 online music retailer, today announced Advantage for music, a revolutionary new program that solves the biggest problem faced by independent artists, bands, and labels: securing widespread distribution of their CDs. Amazon.com's Advantage for music program makes it easy for independent artists, bands, and labels to sell their CDs to Amazon.com's 4.5 million customers worldwide.

Amazon.com's Advantage program was created to change the rules for success in the music industry. Unsigned artists, bands, and independent labels traditionally have a difficult time getting their CDs into stores so that fans can purchase their music. Advantage for music, a free program, now allows them to sell their CDs at the Amazon.com music store and to enjoy the same level of exposure on the Amazon.com Web site as CDs from major artists and labels.

"Our mission over the past two decades has been the discovery and promotion of new artists," said CMJ President Robert Haber, when asked about Amazon.com's new Advantage for music program. "We are delighted to learn of Amazon.com's strategy for assisting these new artists in getting their music exposed to a potential audience in the millions. This is just the kind of program that makes the new medium of the Internet so exciting." Through CMJ New Music Report, CMJ New Music Monthly, and its annual CMJ Music Marathon convention, CMJ brings emerging artists to public attention.

"In order to match the power of Amazon.com's global distribution, independent artists, bands, and labels would have to get their CDs into an estimated 100,000 retail stores worldwide," said Mary Morouse, Amazon.com's vice president of merchandising. "With music Advantage, these CDs will be only a few clicks away from 4.5 million Amazon.com customers worldwide."

"No matter how slammin' your band is, it is really hard to get distribution without being signed to a major label," says Dara Quinn of Seattle's Rockin' Teenage Combo, Amazon.com's Advantage charter band. "Even

if we could get our CDs stocked in stores in every city we play in when we're on tour, who has the time and money to print and distribute all those CDs? Now, whenever anyone hears the buzz about our music, they'll be able to buy our CD at Amazon.com -- what could be easier than that?"

Amazon.com Advantage for music builds on the success of Amazon.com Advantage for books, an innovative program that increases the visibility and sales of harder-to-find books from independent publishers. Getting the Amazon.com Advantage is easy -- and it's free. Once enrolled, independent artists, bands, and labels simply place a limited quantity of CDs in Amazon.com's distribution centers for immediate sale and delivery to Amazon.com's customers all over the world. Amazon.com helps Advantage members sell CDs by enhancing their shelf presence with cover art, sound clips, and liner notes. Advantage members save time and money with

hassle-free fulfillment, easy restocking, and automatic sales reports and payment.

For more information about Advantage for music, or to join, visit: www.amazon.com/advantage.

About Amazon.com's Music Store

Amazon.com's music store, which opened in June, offers shoppers more than 25 times the CD selection of the typical music store at everyday savings of up to 40%, including 30% off Amazon.com's 100 bestselling CDs and Editors' Choice titles. From alternative to zydeco, hip-hop to bebop, Amazon.com's customers will find everything from the latest releases to hard-to-find gems in any music genre. In addition, the Amazon.com music store features reviews by Amazon.com staff editors and nationally known critics, song samples, artist interviews, lists of essential albums by genre, thousands of bestseller lists, music in the news, and personalized music recommendations.

About Amazon.com, Inc.

Amazon.com, Inc., the Internet's No. 1 book and No. 1 music retailer, opened its virtual doors on the World Wide Web in July 1995 and quickly became Earth's Biggest Bookstore. Today, the Amazon.com store has expanded to offer more than 3 million books, music CDs, audiobooks, videos, DVDs, computer games, and other titles, plus easy-to-use search-and-locate features, secure credit-card payment, personalized recommendations, streamlined ordering through 1-Click(SM) technology, and direct shipping. Amazon.com operates two international bookstore Web sites: www.amazon.co.uk in the United Kingdom and www.amazon.de in Germany. Amazon.com also operates PlanetAll (www.planetall.com), a Web-based address book, calendar, and reminder service, and the Internet Movie Database (www.imdb.com), the Web's comprehensive and authoritative source of information on more than 150,000 movies and entertainment programs and 500,000 cast and crew members dating from the birth of film in 1892 to the present.

This announcement contains forward-looking statements that involve risks and uncertainties that include, among others, Amazon.com's limited operating history, the unpredictability of its future revenues, and risks associated with capacity constraints, management of growth, and new business opportunities. More information about factors that potentially could affect Amazon.com's financial results is included in the company's

filings with the Securities and Exchange Commission, including the Annual Report on Form 10-K for the year ended December 31, 1997, and the quarterly report on Form 10-Q for the quarter ended June 30, 1998.

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01741577 Supplier Number: 53142686 (THIS IS THE FULLTEXT)

Amazon.com Announces Financial Results for Third Quarter 1998.

PR Newswire, p 1680

Oct 28, 1998

Text:

Amazon.com Becomes #1 Online Music Retailer With Sales of \$14.4 Million; First

Quarter to Add More Than 1 Million Customers

SEATTLE, Oct. 28 /PRNewswire/ -- Amazon.com, Inc. (Nasdaq: AMZN) today announced financial results for the third quarter of 1998. Net sales were \$153.7 million, an increase of 306 percent over net sales of \$37.9 million for the third quarter of 1997. Amazon.com also became the #1 online music retailer in its first full quarter of music sales.

Amazon.com reported a third quarter pro forma operating loss of \$21.0 million, or 14 percent of net sales, compared to an operating loss of \$10.3 million, or 27 percent of net sales, in the prior year. Pro forma net loss of \$24.7 million, or \$0.49 per share, compared with a net loss of \$9.6 million, or \$0.21 per share, in the third quarter of 1997. On a GAAP basis, reported third-quarter net loss was \$0.90 per share, and included \$20.5 million of merger- and acquisition-related costs.

Amazon.com announced that cumulative customer accounts increased by over 1.2 million during the third quarter to nearly 4.5 million at September 30, 1998, an increase of over 377 percent from 940,000 customer accounts at September 30, 1997. Repeat customer orders represented more than 64 percent of orders placed during the quarter ended September 30, 1998.

"We are very grateful to our customers for choosing Amazon.com as their online music store so quickly," said Jeff Bezos, Amazon.com founder

and chief executive officer. "We work hard to earn the confidence of our customers. We're known for service, ease of use, selection, and everyday low prices, and these are the reasons our customers have made us the leading online music retailer. Though pleased with these results, we know our growth initiatives will continue to require aggressive investment and entail significant execution challenges."

Recent Highlights

Amazon.com Becomes the #1 Online Music Store, Adds Classical

Third-quarter music sales were \$14.4 million, the first full quarter following the June launch of Amazon.com's music store. Amazon.com exited the quarter as the leading online retailer of music less than four months after its launch. Customer response was strong, augmented by the September launch of its classical-music store.

Adding to the success of its overall music store, Amazon.com opened the classical section of this store in early September. The classical section has added more than 47,000 classical and opera CDs to the existing Amazon.com music store, pushing the store's total number of CDs to more than 225,000 -- 25 times the selection of the average physical music store. Amazon.com also introduced a variety of classical-specific features to help shoppers find and discover exactly the right CD, regardless of their familiarity with classical music. Among those features are thousands of classical-music reviews, editors' recommendations for more than 1,000 essential classical and opera CDs, and more than 1,000 narrow-niche classical and opera bestseller lists.

Amazon.com Formally Enters European Book Market

In October Amazon.com formally entered the European market with the launch of new stores in Germany and the United Kingdom. Amazon.de and Amazon.co.uk replaced sites once operated by Telebook in Germany and Bookpages in the U.K. Amazon.com purchased both companies in April. For the first time on a local basis, the stores make available to Europeans a vast selection of titles, guaranteed safety of transactions, unparalleled convenience, and electronic gift certificates for worry-free gift giving. The two sites will significantly reduce the cost and shipping time for thousands of U.S. titles, thanks to a large supply of popular U.S. titles ready for immediate shipment from the U.K. and Germany.

Amazon.de is headquartered and has a distribution center in Regensburg, Germany, with editorial and marketing offices in Munich, Germany. The store initially features over 400,000 titles from German publishers, as well as fast and easy access to nearly 500,000 U.S. titles. Amazon.co.uk is headquartered and has a distribution center in Slough, England. The store carries a complete catalog of over 1.2 million titles from U.K. publishers, along with fast and easy access to over 200,000 U.S. titles. Each store offers speedy delivery and an array of personalization features to better serve book buyers, including instant recommendations.

You can find these sites at www.amazon.de and www.amazon.co.uk.

Amazon.com Acquisitions of PlanetAll and Junglee

In August Amazon.com acquired two companies: PlanetAll and Junglee. PlanetAll provides a unique Web-based address book, calendar, and reminder service. Junglee is the leading provider of advanced Web-based virtual database (VDB) technology that can help shoppers find and discover products on the Internet. Together, these acquisitions are intended to speed Amazon.com's enhancement of the e-commerce experience for

its customers.

Amazon.com acquired 100 percent of Junglee and PlanetAll in exchange for equity having an aggregate value of approximately \$280 million. The PlanetAll acquisition was accounted for as a pooling-of-interests and, as a result, Amazon.com's financial statements have been restated for all periods presented. The Junglee acquisition was accounted for under the purchase method of accounting, with substantially all of the approximately \$180 million purchase price allocated to goodwill and other purchased intangibles. The goodwill and other purchased intangible assets will be amortized on a straight-line basis over lives averaging approximately 3 years.

Growing Associate Relationships

In early September Amazon.com augmented its growing list of Associate relationships when it announced one of the most extensive global merchant programs on the Internet, featuring Amazon.com as the premier book merchant throughout many of Yahoo!'s World sites. Amazon.com Associates now number more than 140,000. Web-site operators continue to prefer Amazon.com for the powerful benefits they receive from Amazon.com's leading traffic, content, customer experience, brand, service, and cross-product capabilities.

About Amazon.com, Inc.

Amazon.com, Inc., Earth's biggest book and music store, opened its virtual doors on the World Wide Web in July 1995. Today, the Amazon.com store offers more than 3 million books, CDs, audiobooks, DVDs, computer games, and other titles, plus easy-to-use search-and-locate features, secure credit-card payment, personalized recommendations, streamlined ordering through 1-Click(SM) technology, and direct shipping. In addition to its U.S.-based bookstore, www.amazon.com, Amazon.com operates two European bookstore Web sites: www.amazon.co.uk in the United Kingdom and

www.amazon.de in Germany. Amazon.com also operates PlanetAll (www.planetall.com), a Web-based address book, calendar, and reminder service, and the Internet Movie Database (www.imdb.com), the Web's comprehensive and authoritative source of information on more than 150,000 movies and entertainment programs and 500,000 cast and crew members dating from the birth of film in 1892 to the present.

This announcement contains forward-looking statements that involve risks and uncertainties that include, among others, Amazon.com's limited operating history, anticipated losses, the unpredictability of its future revenues, competition, risks associated with system development and operation risks, management of potential growth, and risks of new business areas, international expansion, business combinations, and strategic alliances. More information about factors that potentially could affect Amazon.com's financial results is included in Amazon.com's filings with the Securities and Exchange Commission, including its Annual Report on Form 10-K for the year ended December 31, 1997, as amended by the Form 8-K filed September 11, 1998 and quarterly reports on Form 10-Q for the quarters

ended March 31, 1998 and June 30, 1998.

Note on Financial Presentation

GAAP financial results are prepared in accordance with generally

accepted accounting principles. All of the charges associated with Amazon.com's merger and acquisition activities have been included in the single-income-statement line item titled "merger- and acquisition-related costs" in order to enhance the informational value of the financials and to present the most comparable classifications in the other line items. Among items included in merger- and acquisition-related costs are one-time merger-related costs and purchase-price elements, including amortization of goodwill and other purchased intangibles. Pro forma financial results exclude these merger- and acquisition-related costs.

NOTE: Amazon.com, Earth's Biggest Bookstore, and 1-Click are either registered trademarks or trademarks of Amazon.com, Inc. All other names mentioned herein may be trademarks of their respective owners.

AMAZON.COM, INC.

Consolidated Statements of Operations
(in thousands, except per share amounts)

	Quarter Ended		Nine Months Ende	
	Sept. 30,		Sept. 30,	
	1998	1997	1998	1997
	(Unaudited)		(Unaudited)	
Net sales	\$153,698	\$37,887	\$357,103	\$81,747
Cost of sales	118,823	30,717	276,679	65,842
Gross profit	34,875	7,170	80,424	15,905
Operating expenses:				
Marketing and sales	37,517	11,516	84,522	23,596
Product development	13,374	3,998	29,526	8,650
General and administrative	4,978	1,972	10,342	4,930
Merger and acquisition				
related costs	20,512	--	25,925	--
Total operating expenses	76,381	17,486	150,315	37,176
Loss from operations	(41,506)	(10,316)	(69,891)	(21,271)
)				
Interest income	4,754	688	9,789	1,118
)				
Interest expense	(8,419)	(19)	(18,017)	(59)

Net interest income (expense)	(3,665)	669	(8,228)	1,059
Net loss	\$(45,171)	\$(9,647)	\$(78,119)	\$(20,212)
Basic and diluted loss per share	\$(0.90)	\$(0.21)	\$(1.60)	\$(0.48)
Shares used in computation of basic and diluted loss per share	50,234	45,865	48,700	42,438
Pro Forma Results Excluding Merger and Acquisition Related Costs				
Pro forma loss from operations, excluding merger and acquisition related costs	\$(20,994)	\$(10,316)	\$(43,966)	\$(21,271)
Pro forma net loss, excluding merger and acquisition related costs	\$(24,659)	\$(9,647)	\$(52,194)	\$(20,212)
Pro forma basic and diluted loss per share, excluding merger and acquisition related costs	\$(0.49)	\$(0.21)	\$(1.07)	\$(0.48)
Shares used in computation of pro forma basic and diluted loss per share	50,234	45,865	48,700	42,438

NOTE: Pro forma results for the quarter and nine months ended September 30, 1998 and 1997 are presented for informational purposes only. These results present the operating results of Amazon.com, excluding charges of \$20.5 million and \$25.9 million for the quarter and nine months ended September 30, 1998, respectively, for merger and acquisition related costs arising from Amazon.com's April 1998 acquisitions of Bookpages, Telebook and Internet Movie Database, and the August 1998 acquisitions of Jungle and

PlanetAll, and are not prepared in accordance with generally accepted accounting principles.

AMAZON.COM, INC.
Consolidated Balance Sheets
(in thousands, except share data)

31,	September 30,	December
	1998	1997

d)	(Unaudited)	(Audite
ASSETS		
Current Assets:		
Cash	\$14,856	\$1,876
Marketable securities	322,404	123,499
Inventories	19,772	8,971
Prepaid expenses and other	17,625	3,363
Total current assets	374,657	137,709
Fixed assets, net	23,821	9,726
Deposits and other	582	169
Goodwill and other purchased intangibles, net	213,064	--
Deferred charges	7,590	2,240
Total assets	\$619,714	\$149,844
LIABILITIES & STOCKHOLDERS' EQUITY		
Current Liabilities:		
Accounts payable	\$60,046	\$33,027
Accrued advertising	11,857	3,454
Other liabilities and accrued expenses	26,868	6,570
Current portion of long-term debt	684	1,500
Total current liabilities	99,455	44,551
Long-term debt	340,392	76,521
Long-term portion of capital lease obligation	103	181
Stockholders' Equity:		
Preferred stock, \$0.01 par value:		
Authorized shares -- 10,000,000		
Issued and outstanding shares -- none	--	--
Common stock, \$0.01 par value:		
Authorized shares -- 300,000,000		
Issued and outstanding shares -- 52,725,622		

and 48,302,958 shares, respectively	527	483
Additional paid-in capital	298,322	67,552
Note receivable from officer for common stock (1,099)	--	
Deferred compensation	(2,943)	(1,930)
)		
Other gains (losses)	590	--
Accumulated deficit	(115,633)	(37,514)
)		
Total stockholders' equity	179,764	28,591
Total liabilities & stockholders' equity	\$619,714	\$149
,844		

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01733502 Supplier Number: 53099137 (THIS IS THE FULLTEXT)

Amazon.com and Beastie Boys' Mike D Challenge Music Fans to Name Obscure Song At Amazon.com.

PR Newswire , p 4701

Oct 20 , 1998

Text:

What's That Song? You'll Never Guess

SEATTLE, Oct. 20 /PRNewswire/ -- Beastie Boys' Mike D and leading online retailer Amazon.com, Inc. (Nasdaq: AMZN), today challenged music fans worldwide to guess an obscure artist and song title on Thursday, October 22, as part of Amazon.com's ongoing What's That Song? online music event.

In fact, Amazon.com and Capitol Records believe that Mike D's chosen song will prove so difficult to identify that Amazon.com has decided to increase the daily prize money for the correct answer on Thursday only from \$1,000 to \$5,000.

Amazon.com asked Mike D, "What song is better than coffee for helping you wake up?" Anticipating that even the RealAudio song clip of his chosen song might not enable music fans to guess the name of the artist and title of the song, Mike D provided the following clue for the trivia-challenged: "(The artist) is a saint and certainly has the voice of one. Put this song on and set the tone to offer up your day."

"Of all the world-renowned artists taking part in our online music event, none provided such a head-scratcher as Mike D," said Jeff Bezos, CEO of Amazon.com. "Admittedly, the obscurity of the song threw everyone off at first. But, to no one's surprise, we found that we already carried the artist's album as part of our extensive CD selection."

What's That Song? is an online game created by Amazon.com, Capitol

Records, RealNetworks, and many of the world's leading musical artists. The game, which began on October 6, tests fans' knowledge of music while providing revealing insights into many of today's top artists. At Amazon.com, every day through November 2, artists are asked provocative questions about their musical tastes -- and fans guess the answer by identifying brief RealAudio song clips from the artists' responses.

One-of-a-Kind Artist Prizes

At the end of the event, Amazon.com will randomly select a grand-prize winner from all the entrants. The grand-prize winner will receive \$50,000 and a personalized gift from each of the participating artists. These gifts include a trip to New York to see Beastie Boys on The Chris Rock Show; a song written especially for the winner by Sean Lennon and recorded on the road during his current tour; a 10-minute phone conversation with members of Big Bad Voodoo Daddy; framed original photos from Liz Phair's album photo session; signed, original lyrics from Dr. John's Anutha Zone album; one of Ben Harper's favorite guitars, a Maton ECW80, signed by Harper himself; unique Lenny Kravitz memorabilia; Meredith Brooks's favorite book, Navigating the Future; a signed drumhead from Marcy Playground; a framed, signed art board from Bonnie Raitt; a signed guitar from Foo Fighters; a special Native American book signed by Robbie Robertson; a signed Hope Floats script from Deana Carter; a signed, never-before-heard live CD from Medeski Martin & Wood; two signed Beach Boys box sets; and more.

Artists participating in What's That Song? include Beastie Boys, Bonnie Raitt, Radiohead, Lenny Kravitz, Liz Phair, Big Bad Voodoo Daddy, Ben Harper, John Lee Hooker, Dr. John, Robbie Robertson, Cracker, the Beach Boys, Marcy Playground, Meredith Brooks, Medeski Martin & Wood, Sean Lennon, John Hiatt, and Deana Carter. Among Capitol's participating sister labels are Blue Note, Capitol Nashville, Grand Royal, Matador, and Virgin Records.

Amazon.com's music store, which opened in June, offers shoppers more than 25 times the CD selection of the typical music store at everyday savings of up to 40%, including 30% off Amazon.com's 100 bestselling CDs and Editors' Choice titles. From alternative to zydeco, hip-hop to bebop, Amazon.com's customers will find everything from the latest releases to hard-to-find gems in any music genre. In addition, the Amazon.com music store features reviews by Amazon.com staff editors and nationally known critics, song samples, artist interviews, lists of

essential albums by genre, thousands of bestseller lists, music in the news, and personalized music recommendations.

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About Capitol Records

Capitol Records' current roster includes Foo Fighters, Meredith Brooks, Radiohead, Beastie Boys, Bonnie Raitt, and Paul McCartney. Capitol has been the home to some of the most esteemed names in the history of music, including Nat King Cole, Frank Sinatra, the Beatles, the Beach Boys, and Tina Turner. The Capitol Records worldwide Web site, "Hollywood and Vine," is located at <http://hollywoodandvine.com>.

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01729586 Supplier Number: 53084215 (THIS IS THE FULLTEXT)
Amazon.com Enters European Book Market.

PR Newswire , p 1824

Oct 15 , 1998

Text:

Sites in Germany, United Kingdom Increase the Convenience and Service

Of Online Shopping

SEATTLE, Oct. 15 /PRNewswire/ -- Leading online retailer Amazon.com (Nasdaq: AMZN) formally entered the European market today with the launch of new Web sites in Germany and the United Kingdom.

Amazon.de and Amazon.co.uk opened their virtual "doors" on the World Wide Web early this morning, replacing sites once operated by ABC Bucherdienst in Germany and Bookpages, Ltd., in the U.K. Amazon.com purchased both companies in April.

For the first time on a local basis, the sites make available to Europeans a vast selection, guaranteed safety of transactions, unparalleled convenience, and electronic gift certificates for worry-free gift giving.

In addition, the two sites will significantly reduce the cost of and shipping time for thousands of U.S. titles, thanks to a large supply of the most popular U.S. titles ready for immediate shipment from the U.K. and Germany. In addition, thousands of other U.S. titles will be delivered much sooner from Amazon.com facilities in the United States.

Both sites will feature many of the customer features developed by Amazon.com: personalized recommendations, the ability to search for and locate books in a variety of ways, hundreds of browsing lists compiled by specific categories of bestselling books, reviews by experts and customers, easy and secure 1-Click(TM) ordering, and Amazon.com's attention to customer service.

"Amazon.co.uk and Amazon.de will provide a whole new level of convenience and customer service for book buyers," said Jeff Bezos, Amazon.com's founder and CEO. "These are stores that are open around the clock where people can find the specific books they want and discover others they may also like to buy. It combines the power of the Internet with a very personalized experience."

As at Amazon.com, ordering is secure at Amazon.de and Amazon.co.uk. Personal information and credit card numbers are encrypted for transmission over the Internet, and all transactions are backed by a security guarantee protecting shoppers from unauthorized use. Full details are available at www.amazon.de and www.amazon.co.uk.

Amazon.de is headquartered in and has a distribution center in Regensburg and editorial and marketing offices in Munich. The store will initially feature 335,000 titles from German publishers, fast and easy access to 374,000 U.S. titles, swift delivery, and, soon, an array of recommendation features to better serve book buyers, including instant recommendations. A Munich-based staff of expert German editors will develop

reviews and recommendations of German-title books.

Amazon.co.uk is headquartered in and has a distribution center in Slough, England. The store carries a complete catalog of 1.2 million U.K. titles in print, fast and easy access to 200,000 U.S. titles, and speedy delivery. A staff of expert U.K. editors will provide recommendations and reviews.

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01722003 Supplier Number: 53059777 (THIS IS THE FULLTEXT)
Amazon.com and Capitol Records Invite Music Fans to Play 'What's That Song?' at Amazon.com.

PR Newswire, p 4297

Oct 6, 1998

Text:

Renowned Artists, Including The Beastie Boys, Bonnie Raitt,

Radiohead, Liz Phair, John Lee Hooker, and Ben Harper, Team Up
with Amazon.Com for Online Game
Grand Prize: \$50,000 and One-of-a-Kind Artist Prizes, Including a
Phone Conversation with a Member of Big Bad Voodoo Daddy and Signed
Artwork from Bonnie Raitt's Latest Album

SEATTLE, Oct. 6 /PRNewswire/ -- Amazon.com, Inc. (Nasdaq: AMZN),
Capitol Records, and many of the world's leading musical artists today
unveiled "What's That Song?" an online game that tests fans' knowledge of
music while providing revealing insights into many of today's top artists.

At Amazon.com, every day from October 6 through November 2, artists
will be asked provocative questions about their musical tastes -- and fans
will guess the answer by identifying brief RealAudio song clips from the
artists' responses. Among the artists and the questions they were asked:

- * What is Bonnie Raitt's favorite song from childhood?

- * What song would Radiohead's Colin Greenwood play to make people
dance
at his party?

- * What is Liz Phair's favorite seduction song?

Artists participating in "What's That Song?" include the Beastie
Boys, Bonnie Raitt, Radiohead, Lenny Kravitz, Liz Phair, Big Bad Voodoo
Daddy, Ben Harper, John Lee Hooker, Dr. John, Robbie Robertson, Cracker,
the Beach Boys, Marcy Playground, Meredith Brooks, Medeski Martin &
Wood, Sean Lennon, and Deana Carter. Among Capitol's participating sister
labels are Blue Note, Capitol Nashville, Grand Royal, Matador, and Virgin
Records.

"'What's That Song?' is a great new take on a game we all enjoy
playing," said Matador/Capitol recording artist Liz Phair. "The questions
Amazon.com asked me were a lot of fun to answer, so I know my fans will get
a kick out of guessing my response. It's a cool contest that people will
really get hooked on."

"This game is probably as old as music itself. It's been on
television and on the radio, and now Amazon.com is bringing it to the
Internet -- with our own unique twist," said David Risher, Amazon.com's
senior vice president. "We're thrilled to collaborate on our first major
music event with Capitol Records and its sister companies in the EMI Group,
Virgin Records and EMD."

"We are excited to be working with Amazon.com, one of the most widely
recognized Web pioneers," said Robin Bechtel, senior director of new media
for Capitol Records. "We have had a great response from all the artists
involved and are looking forward to providing fans with a month of
intriguing, little-known facts about the artists' lives, careers, and
musical tastes."

Music fans can also read exclusive interviews with many of the

participating artists at Amazon.com.

Each day, Amazon.com will randomly select a winner from those entrants who correctly identify the song title and recording artist's name for that day's song clip. Users will need the RealPlayer, available for free download at www.real.com, in order to access the song clips. Daily winners will receive \$1,000 plus a prize or prizes related to the artist featured that day. All entries will automatically be entered in the grand-prize drawing. At the end of the event, Amazon.com will randomly select a grand-prize winner from all the entrants. The grand-prize winner will receive \$50,000 and a personalized gift from each of the artists. No purchase is necessary to enter or win. The contest is open only to residents of the United States over the age of 18 and residents of Canada, other than Quebec, over the age of 19.

Amazon.com's music store, which opened in June, offers shoppers more than 25 times the CD selection of the typical music store at everyday savings of up to 40%, including 30% off Amazon.com's 100 bestselling CDs and Editor's Choice titles. From alternative to zydeco, hip-hop to bebop, Amazon.com's customers will find everything from the latest releases to hard-to-find gems in any music genre. In addition, the Amazon.com music store features reviews by Amazon.com staff editors and nationally known critics, song samples, artist interviews, lists of essential albums by genre, thousands of bestseller lists, music in the news, and personalized music recommendations.

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